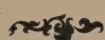


The China known since 1840 as

Haviland China

Is stamped under each piece
in green underglaze } Haviland
France

The decorated China has
an additional stamp } Haviland & Co.
in red on the glaze } Limoges



NOTE THE NAME

THEODORE

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La Porcelaine Theodore Haviland

LIMOGES, FRANCE

THEODORE HAVILAND & CO.

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THINK of spending only \$329.20 for nine open stock dinner sets and drawing on our stock for matchings at ten per cent. advance on import price, thus placing at your disposal thousands of dollars' worth of goods!

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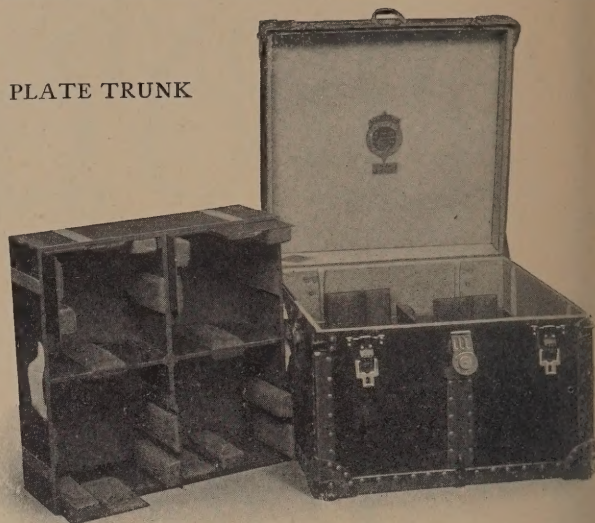
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The J. POUYAT COMPANY,

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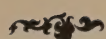


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THE GLASS OF QUALITY

Have You Business Enough?

If so, then you don't need our product.

If not, then it will pay you to investigate the advantages derived from CHIPPENDALE **KRYSTOL**—the glass of *quality* and *distinctive* individuality.

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"There's a Difference"

TRADE **"KRYSTOL"** MARK

THE JEFFERSON GLASS CO.
Follansbee W. Va.



POTTERY & GLASS

VOLUME III

NOVEMBER 1909

NUMBER 5

NEW GOODS FROM FOREIGN MARKETS

DINNERWARE STILL TO THE FORE, BUT OTHER THINGS COMMAND ATTENTION—
LANCASTRIAN LUSTRE WARE IS SOMETHING UNIQUE

AT present the condition of the import trade is what might be termed betwixt and between. In other words the excitement of choice goods, as referring to fall samples, has about died out, and some new things are being hoisted from the holds of trans-Atlantic steamers, as samples from which buyers may make selections for next spring's trade.

The foreign makers seem to have made a hit with some of the shapes and decorations evolved for the fall selling, and they are going to linger among the good sellers, even after the new samples are shown for the spring trade referred to. What is hinted at is dinnerware, for it is a fact that the decorations applied to the French and English semi-porcelains have proved so inviting that orders will be taken for them for some time to come, or after the later lines of samples have been shown and orders booked for them as well.

Plain white china isn't the rage nowadays; the decorated sort is what is now in fashion, and that is the kind to which reference is made in declaring that dinnerware leads the procession. This is proven by the announcement made by one or two importers that they will discontinue the sale of fancy goods and use the space allotted to that class of wares, to new lines of dinnerware.

Some new samples of these goods, both French, German and English, have already arrived, but are not being exploited very freely for the present. The men who travel are sending in nice orders, and buyers of out-of-town stores are patiently awaiting the arrival of the goods purchased in the past. The pages of this magazine have carried photographs of some of the choicest pieces of dinnerware of the fall importation, and will later present those which represent the ideas for the spring selling.

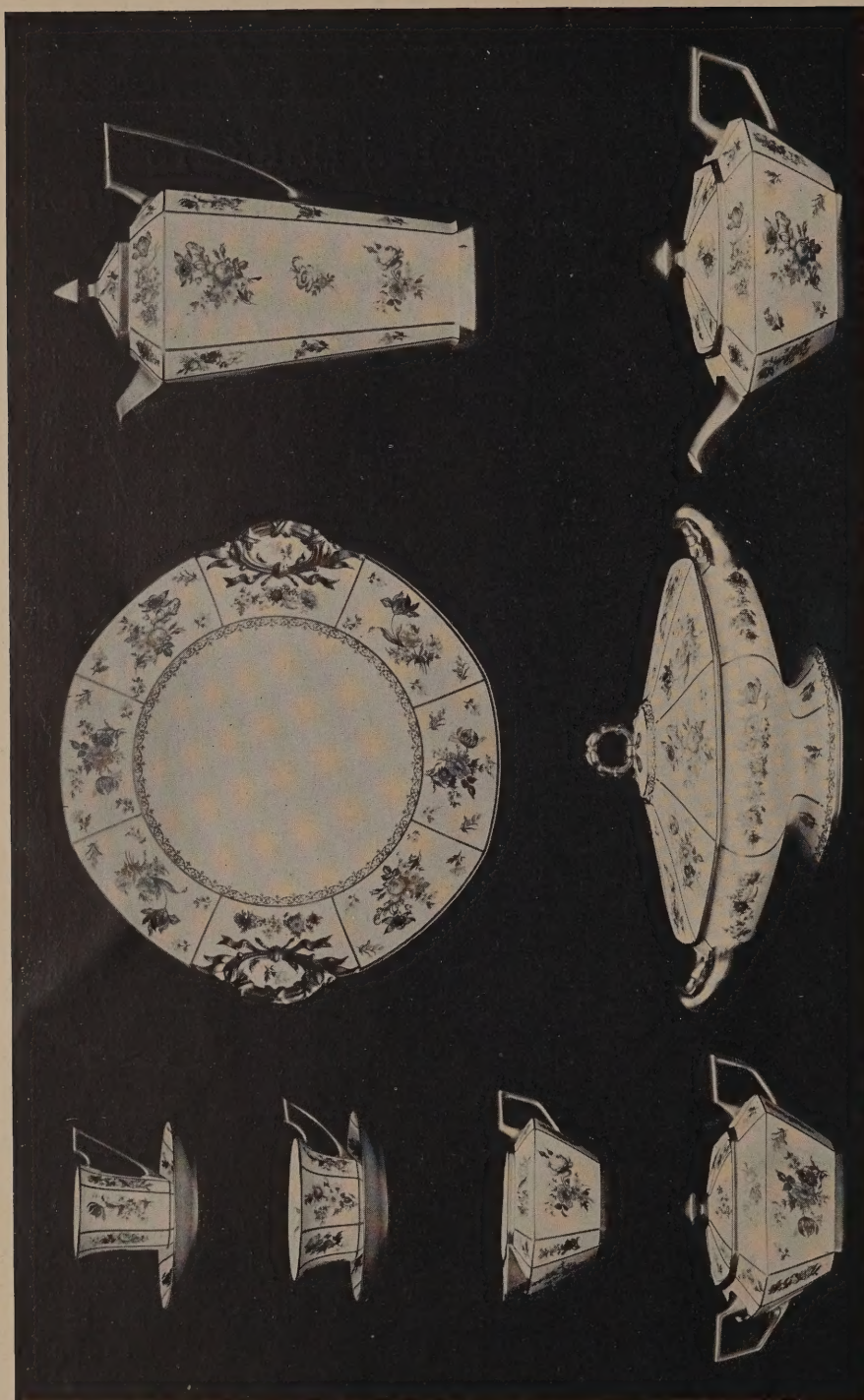
It will be noted in the present issue of this magazine that some of the catchiest offerings of the foreign markets are presented. These show pieces, specially selected by the houses who import them as leaders of their class, that have established themselves in the jobbing and retail

trade as favorites that will hold their own indefinitely.

Among the very latest of the new importations that may be referred to as real novelties, or goods that should catch buyers without much effort, is a line being handled by Meakin & Ridgway, 43-51 West Fourth Street, and known technically as "Lancastrian Lustre Ware." It is an English product and so artistic, dainty and beautiful, that one might be pardoned for saying that it is the choicest collection brought here in recent times. A cut of four pieces appears on our initial page, which were loaned by Meakin & Ridgway to be photographed especially for this magazine. It is learned that these goods are a revival of an ancient Chinese art, and they certainly reflect credit on the artistic conception of the children of the Flowery Kingdom. The importers advise us that they have just received further samples of this beautiful ware, every piece of which shows most unique colorings and designs. This firm has recently been honored by the selection of some of their choice pieces for exhibition in the Metropolitan Museum, and collectors of fine wares should avail themselves of this opportunity to inspect such fine productions. Every piece is designed and painted by well known artists and they are not duplicated.

A notable display of very high-grade French china was loaned us for photographic reproduction by the J. Pouyat Company, 37 Murray Street. This is a superb and classy line of goods that has met a cordial reception and ready sale wherever shown, and it is strictly new. For the past year the Pouyat factory, the oldest and most famous of the china factories in Limoges (France), has displayed several of its pan or colonial shapes, which are not only unique in their style, but also remarkable by the elegance of their shapes and the elegance of their decorations, which harmonize perfectly with these shapes. The articles illustrated on another page are pieces taken from the two renowned shapes, "Athena" and "Martha."

For a very snappy line of dinnerware, one



"ATHENA" AND "MARTHA" SHAPES • DINNERWARE AND FANCY LINES OF THE POUYAT FACTORY, LIMOGES

PHOTOGRAPHED SPECIALLY
FOR POTTERY AND GLASS

COURTESY OF THE J. POUYAT COMPANY
37 MURRAY STREET, NEW YORK



FETCHING "BURBAN BORDER" PATTERN, ENGLISH DINNERWARE FROM MADDOCK AND MILLER

should visit the showrooms of Maddock & Miller, 53 Barclay Street. Among these goods there is one particularly exclusive line known as the "Burban Border". It is the product of John Maddock & Sons, England. It is Royal Vitreous ware and each piece is so stamped on the back. The Burban Border indicates the decoration that has been applied to it and, happily, is a decidedly fine choice. A great deal might be said in praise of this particular service, but what counts in its favor is the quick and ready sale it has met with from the very first time samples were shown, and is still meeting with. We may add, as coming direct from the agency, that the Burban Border has sold from North to South and East to West, and is the blue ribbon winner of the season with this firm. The cut, which is presented herewith, will give an idea of the beautiful proportions of the pieces and explain, in a measure, why this and the decoration, has carried it through such a successful season. It seems to have come to stay.

Among the offerings of the George H. Bowman Co., 39 Murray Street, for next spring's import, the "Devon" pattern dinnerware on Westwood's shape emphasizes the fact that Johnson Bros. are among the leaders in applying decalcomanie to English porcelain. The treatment is a tiny bronze green leaf running round the center of the rim of the plate with a gilt hair line on the verge and a two line gilt band on the edge, the whole conception being decidedly French. Westwood shape in the cover dish, conveys a suggestion of the very acme of perfection in modelling on those pure oval lines,

greatly in vogue at the present. The teas are Ovide shaped, stout enough for all practical purposes, but drawn up to a thin edge, making for the best in wearing quality, but suggesting French in their delicacy and general make-up. Through the courtesy of the George H. Bowman Co. we are enabled to present a cut of a few pieces selected from the Devon line.

Kennard L. Wedgwood, agent for Josiah Wedgwood & Sons, Ltd., Stoke-on-Trent, and Thomas Webb & Sons, Ltd., Stourbridge, England, at 25 West Broadway, has some stunning pieces of cut glassware, from the Webb factory, which is the original concern established in 1837. The sample room is so fully equipped with a variety of goods that it would be difficult to say which were the classiest of all, but a few pieces that Mr. Wedgwood picked out to call to mind the newest ideas on hand, are illustrated in these pages. They consist of compotes and tazzas and they are, indeed, about as fine specimens of imported glassware as come from abroad. They belong to the class that are exhibited at the largest retail stores and silversmiths, only, and represent the latest ideas in shapes and cuttings. Every piece is marked "Webb."

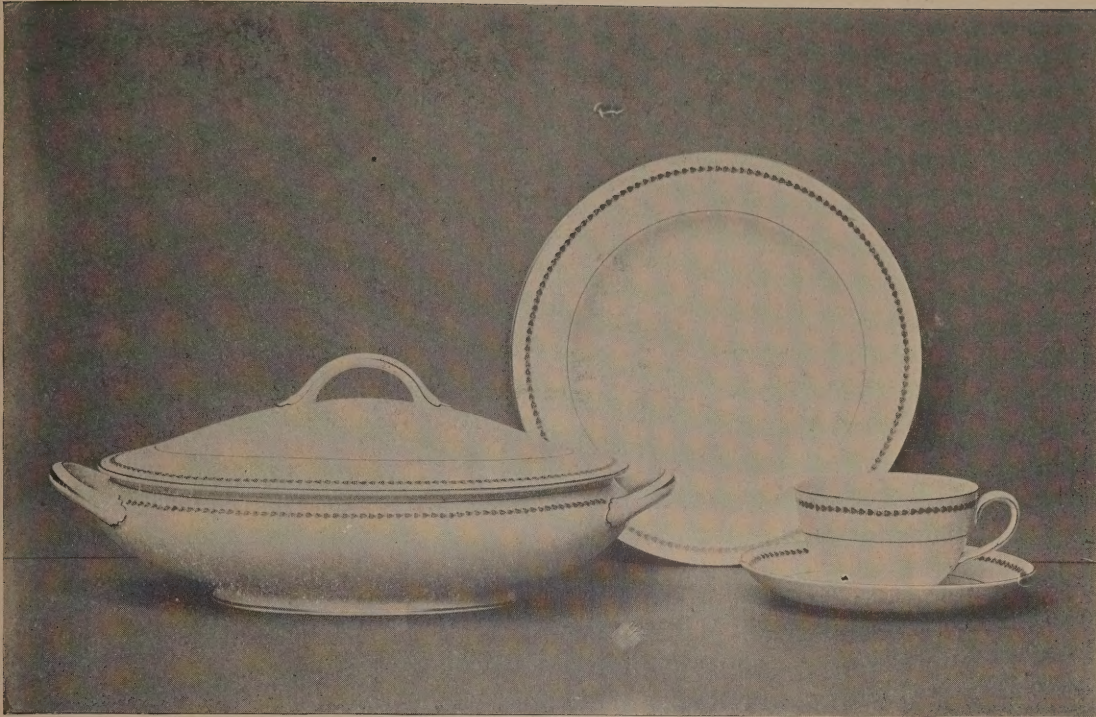
In connection with our import article we beg to leave the beaten path that leads to tableware, and present some novelties that would fit in splendidly, as holiday goods. We refer to three noble steins, that would cheer the heart of anyone with the good fortune to be their possessor and have them on the mantle, as conveyors of happy thoughts. They are one of the lines that



LANCASTRIAN LUSTRE WARE—BEAUTIFUL REPRODUCTIONS OF A REVIVED CHINESE ART ♣ MADE IN ENGLAND

• PHOTOGRAPHED SPECIALLY
FOR POTTERY AND GLASS

COURTESY OF
MEAKIN & RIDGWAY



VERY FINE ENGLISH "DEVON" DINNERWARE

FROM THE GEO. H. BOWMAN CO.

are imported from das Faderland, by Lazarus, Rosenfeld & Lehman, 62 Murray Street, and it may be said that steins are such a long suit with this firm that nobody in the district out-

classes them. All are appropriately decorated with designs that are distinctly German and suggest the merry Teuton in his merriest moments. The larger of the three shown in the cut presents a warrior with spear in hand ready for conflict and is surmounted with a figure representing Gambrinus, standing. The second stein presents the familiar fable of the fox and grapes



NOBLE GERMAN STEIN
FROM LAZARUS, ROSENFELD & LEHMANN



METAL TOP STEIN
FROM LAZARUS, ROSENFELD & LEHMANN

and is surmounted by a maid. The smaller of the three steins, pictures Gambrinus and dancers and has a metal top. The colors are dark and



SHAPELY ENGLISH CUT GLASS STEMWARE

THOMAS WEBB & SONS, STOURBRIDGE

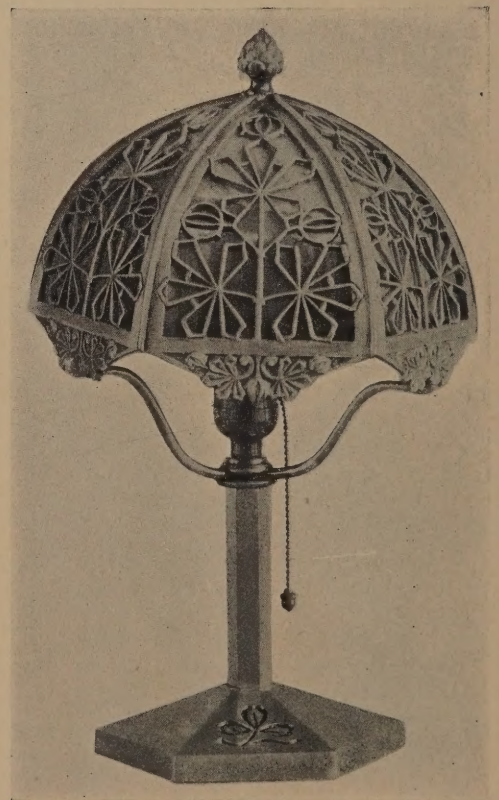
light brown. The height of the steins that compose the line of Lazarus, Rosenfeld & Lehmann run all the way from 6 inches to over 2 feet. Any of these would make a splendid holiday gift.



GAMBRINUS STEIN
FROM LAZARUS, ROSENFELD & LEHMANN

ART OBJECTS DISPOSED OF

A sale of art objects belonging to the late Charles Emory Smith, was begun October 14, at the Philadelphia Art Galleries. Included in the collection were fine specimens of Haviland Limoges, Japanese and Dresden china ware, champagne, liquor, wine and lemonade glasses, jardinières, vases, punch bowls and Wedgwood articles. The sale was concluded October 25.



ARTISTIC ELECTRIC PORTABLE
FROM THE BRADLEY & HUBBARD M'FG CO.

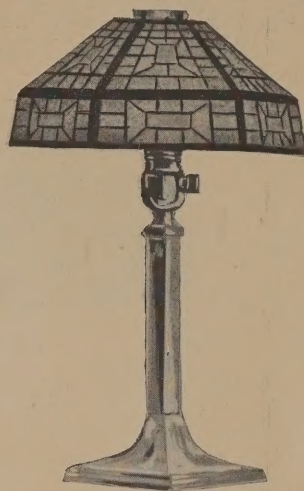
PORTABLES, LAMPS AND BRASS GOODS IN FAVOR

THIS IS THEIR SEASON AND SALES CONTINUE LARGE—BRASSWARE INCREASING IN POPULARITY AND SHOPS VERY BUSY—"SPOOKIE" SHADES MEET WITH A STEADY DEMAND

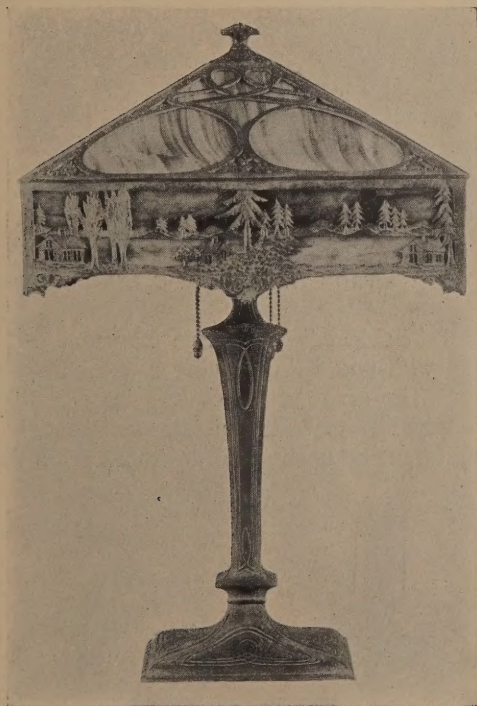
THAT the necessity for artificial light creates a large market for illuminating apparatus at this season, when days are shortening, is not a strange condition, and that's why manufacturers of these lines are doing such a large business. Inquiry in the trade has furnished the information that all the new goods have met with general favor and there is a very large and inviting assortment to select from. Competition is brisk and the producers seem to have reached the limit in the making of goods that lean strongly in the direction of high art.

This statement is directed more particularly to the gas and electric portables, many of which are extremely beautiful, not to say artistic, both as to designs, shapes and decoration, glass being juggled with to such an extent that manufacturers seem able to use it in almost any way that appeals to them as the surest means of attracting attention. The combinations used on shades have produced color effects that are simply grand when placed above the strong light of either gas or the electric current. Without consulting price lists the inference is

that has been applied to the manufacture is reckoned with. The larger the size, the higher the price, is the way to figure it, and, while everything is based on quality, as with all merchandise, still these portables are within



PRETTY "SPOOKIE" SHADE
FROM PLUME & ATWOOD



ANOTHER SHAPE ELECTRIC PORTABLE
FROM THE BRADLEY & HUBBARD M'FG. CO.

reach of most purchasers, the aim having been to produce high and low grade goods to meet the purchasing power of all without detracting from the aim to give something nice enough to grace the table of any person. To that extent manufacturers have been successful.

The trade in oil lamps has been more than good this fall, and increases as winter approaches. Staple lines are holding their own and sales are reported to be steady. There has not been anything very new produced of late, although the attention of our readers is called to the fact that the insurance companies continue to place the mark of approval on all devices that aid in the safety of their risks, and we show several cuts of safety oil lamps that fully cover that important feature of these products.

The "Spookie" paper shade is also referred to prominently, because it is a pretty novelty that is useful, as well, and has caused a stir, just because it is something new and not costly.

Speaking of brass-ware, it may be said that the various articles of household use and decoration, that are being made of both brass and copper, are having a tremendous sale at this time, brass being more in favor than copper. Manufacturers say they are so busy as to be behind in their orders, and as these goods

that these splendid producers of light come very high, but such is not a fact; it is surprising how low the cost is, when the skill

POTTERY AND GLASS

appeal strongly to the trade as holiday sellers, the rush may be expected to continue for another month. Fern dishes, jardinières, candle sticks and umbrella stands are the leaders.

An offering to the trade which has won its way into popular esteem, is a line of 3-light electric portables made by the George C. Lynch Co., 333 Fourth Avenue. It is one of several designs and shapes that may be said to be beyond the ordinary, inasmuch as it is built of solid bronze from base to the pinnacle of stem and is crowned with a mosaic shade, which,

being of the higher grade and original designs, reach the first class trade, and are having the steady sale that, on their merits, they deserve.

Another very useful line of lamps that burn oil are made by the Stillman Safety Lamp Co., whose salesroom here is at 68 Murray Street. They are not only safety lamps, but useful, and they come in many new shapes and styles. We have the pleasure of presenting one large cut of a miscellaneous collection of these goods, which conveys a good idea of what this company manufactures in its chosen line. A very unique lamp is shown without shade and

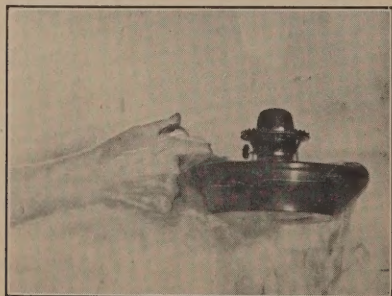


ARTISTIC ELECTRIC PORTABLE

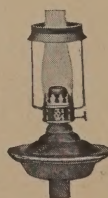
FROM THE GEORGE C. LYNCH COMPANY

when illuminated, shows the magnificent colorings of the materials of which it is made. The effectiveness of this line lies in the fact that each portable, complete, is of a different design and shape—some being larger, or smaller—but all having solid bronze stems and bases, and the mosaic quality of shade. These goods,

called "Bobiche." It burns kerosene oil 16 hours with one filling, giving a 3 candle-power light. The great utility of this lamp is that it is impossible to spill the oil, even though the lamp might be upset. So desirable is the lamp



ANOTHER STILLMAN SAFETY LAMP



STILLMAN
CANDLE
LAMP



STILLMAN
READING
LAMP

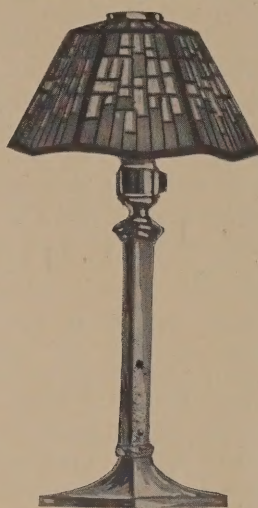
that the large establishment of Delmonico uses one on each dining table, equipped with a daintily designed shade. It is splendidly adapted for service in the sick room, as well. Another

lamp is made for the desk and burns kerosene, without renewal for 16 hours, giving a 5 candle-power light. It can be used, also, leaving the font filled with oil, as an electric portable. The "Nantucket" is a clever lamp and a winner. It is known as number 4 safety hand lamp, is non-explosive and goes out if dropped; made of both brass and tin. Attention is directed to the reading lamp shown with cut. No better reading lamp for the table is made than this one, being absolutely safe to handle and throws a steady non-flickering light that is pleasing and makes the perusal of print a pleasure, when artificial light is a necessity. It is sold without burner or chimney, and is finished in old brass, or gun metal. The Stillman Company has medals of award for its safety lamps and any number of high class testimonials, as to the absolute safety of the lamps it manufactures, mostly from insurance people, who always indorse the safest appliances for protection against fire.

Last month we described a very beautiful art gas and electric portable from the establishment of the Bradley & Hubbard Manufacturing Co., 26 Park Place, and printed a cut of same. This concern makes a remarkably classy line of these goods, and they include so many shapes, designs and decorations as to almost bewilder the person who seeks to make a choice. They are to be had in any of the art metals that go into lamps and portables, principally antique brass, or several bronze effects. The open work is cast from metal, and has an art glass background. The colors selected are very much the same, worked out in different effects, and those which predominate are ivory, rose, ruby, green, opal sunset border, when Pompeian; or with green and ivory art glass, sunset border, when Colonial brass. In connection with this article is presented two cuts of the artistic Bradley & Hubbard portables, which belong to the same line that was shown last month. The larger of the two has an extreme height of 22½ inches; height of the square Murano shade, 14 inches. The smaller size has an extreme height of 11½ inches; height of Murano shade, 7 inches, with ruby, green and ivory art glass decoration.

Those "Spookies," which were described at

length last month, created such a favorable impression among readers, that we are impelled in the current issue to present three cuts of them, same having been chosen from a collection of 10 different shapes, designs and decorations. They are the product of Plume & Atwood, 279 Broadway, and known by the firm as the "Spookie Assortment." They can be used, as previously stated, with stands and compose the popular portables; otherwise they may be used to place over porcelain lamp shades.



ANOTHER "SPOOKIE" SHADE
FROM PLUME & ATWOOD



STILLMAN
D E S K
L A M P



STILLMAN
S A F E T Y
H A N D L A M P

They are made of pasteboard of two thicknesses, underlaid with fine paper. The imitation of glass and metal shades has been done so faithfully that the closest scrutiny, only, would determine the difference. They come in all styles, shapes and colors, with varied decoration, and are having a most flattering sale.

GATHERED IN GOTHAM

REFERENCE has been made elsewhere in these columns to the big boom in glassware, and this is really the line that has been for several weeks the chief business bringer to the district. When all the orders on hand have been filled then those concerned will breathe free.

Pottery is holding its own and it seems to

be the desire on part of the dealers to clean up before the present year passes into history. If the retailers could only get some of the goods they bought earlier in the season in all lines they would be correspondingly happier. What the agents hereabouts are now looking forward to, anxiously, is the appearance of some of the new samples in the fetch-

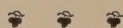
ing shapes and decorations that the producers have been talking so much about.

An agent was heard to say when he read about the business of the country now being normal, that he thought it was abnormal when a man could sell more than he could deliver on time, but even that remark, true as it may appear, didn't cast its shadow of gloom, in view of the fact that manufacturers are now on the winning side.

There have not been very many buyers in town during the current month, but the traveling men have kept the business pot boiling with good, wholesome orders, all of which is proven by the truckloads of goods that have departed the district for the various railroad and steamer piers. A few prominent heads of importing houses have gone abroad to look for new specimens and make a tour of the factories. The results of their trips will be recorded later on.



Fred Skelton, who handles the Jefferson Glass Company's line at 32 Park Place, points with pride to his fine assortment of imitation cut glass punch bowls. Fred says you must have clear eyesight to distinguish the difference between these and the real article, so very ingeniously have they been produced at the big plant at Follansbee, W. Va. That being so, they answer every purpose and are truly fine goods. Discerning buyers would do well to get in touch with Mr. Skelton, for he says his line is a winner, as holiday selling propositions.

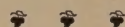


A visit to the salesroom of E. Bergman & Co., 25 West Broadway, is worth while for those interested in the line of celebrated Guernsey cooking ware, made by the Guernsey Earthenware Co., of Cambridge, Ohio. It includes casseroles, bakers, Welsh rarebit dishes, etc., and all the wares used in the kitchen for cooking and baking purposes. They are heat defiers, at that, and stand right up under the hottest fire and do their work in masterly style. Nothing of its kind outclasses Guernsey ware.

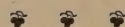


George F. Bassett & Co., 49 Barclay Street, are clearing out their line of fancy goods and will no longer handle that class of goods. Tableware has been found to be more profitable, and the space that fancy goods have occupied will be given over to it. About twenty-five new lines of dinnerware will be introduced, so that the selections will soon be among the most important in the district.

A representative and very high-grade line of white-body china, is now being shown at the salesroom of Ignaz Strauss & Co., 684 Broadway. It consists of tableware and a large assortment of exquisitely designed and decorated fancy goods, all suitable for the holiday trade. Among the collection can be found some pretty pieces of new-shaped Japanese goods, including richly decorated tableware.



George Borgfeldt & Co., 48-50 West Fourth Street, in preparing to move into their new building, at the corner of Sixteenth Street and Irving Place, offer rare inducement to buyers to lay in a stock of fancy china, Japanese goods of all kinds, and a general assortment of wares of the first class, high-grade kind. The firm does not intend to transfer any of the present stock to the new home and for that reason has created bargains for all who wish to buy at alluring prices goods for holiday sales, special drives, or bargain counters. This is a rare chance.



The pottery and glassware district received a surprise early in the month by the appearance of a photographer, whose mission was to "shoot" the interiors of stores and agencies. The importers, manufacturers and agents did not anticipate anyone of the sort, but when they learned that his mission was one of peace and good will they readily assented. It was learned that one of the local monthly illustrated magazines, engaged the photographer to do this work for the purpose of presenting to the public a series of pictures true to life, of the beautiful places in the wholesale district, where varied productions of the always fascinating ceramic art, and glassware, are to be found. The publishers of the magazine are to be congratulated on their good judgment in presenting to their readers such an intensely interesting a subject for we verily believe that in the great City of New York they could not have chosen an industry to portray that comes so close to the home circle—particularly woman-kind.



Speaking of brass goods—now prominent features in modern art—and always worthy the serious consideration of connoisseurs, the George C. Lynch Co., 333 Fourth Avenue, have a line of these very dignified goods, that are both classy and unique. To the ever popular jardiniere and fern dish have been added wood boxes and book shelves—all of brass. The repousse jardinieres with hand-modeled designs, are dreams and they come in all sizes from largest to smallest.

GLIMPSES OF GLASS HOUSES

FIRST of all and second to none in the matter of brisk work come the glass factories. At all points where glass is made word comes that there is a rush of orders so great that plants are working on full and overtime to meet their obligations with selling agents. It is a glorious state of affairs—if there was not so much anxiety attached to it. Blown and pressed table glassware is in the lead, for the good reason that it is cheaper, but that is not intended to imply that cut glass is not going well too.

Some very catchy articles are being turned out in table and stemware and they are meeting with more than a ready sale. The state of affairs is just this: buyers are crowding selling agents and the latter are crowding manufacturers. They, not being able to call someone else, simply ask for mercy, on the plea that they are doing all they can and are unable to perform miracles. Yes, business is booming and the selling agents would just like to have deliveries made, so that the good old commissions might be sent along.

Coshocton, Ohio. — The Coshocton Glass Company's factory has resumed operations, according to an announcement made by Secretary C. A. Liewer. The plant has been out of operation since last June.

Aurora, Ill. — The Heinz Cut Glass factory is working with a full force of men three nights each week, in order to catch up.

Fairmont, W. Va. — The factory of the Monongah Glass Co. is to be enlarged by the addition of a 12-ring continuous tank. Hulbert & Spedden, of Fairmont, have been awarded the contract for the erection of the building and men are already at work excavating for the foundation. Press dispatches from Fairmont are to the effect that it is expected to commence glass making in the new addition about April first of next year. The tank and necessary adjuncts will be built by the H. L. Dixon Co.

Jackson, Ohio. — The Diamond Flint Glass Co., whose factory is located here, has suspended operations temporarily.

Cambridge, Ohio. — Arthur J. Bennett, president of the Cambridge Glass Co., announces that his company plans to muster into service the idle factory at Byesville in the near future. The Byesville plant has been inoperative for five years.

When George W. Fry recently allied himself with the Beaver Valley Glass Co. as president, he found that the wages of the men had been reduced. As a result he declined to take hold until a notice had been posted to the effect that wages had been restored and the plant declared an open shop, and not non-union. The splendid reputation Mr. Fry enjoys among the men is best described when it is stated that union men are coming back to work for him just as fast as there are jobs open for them.

Binghamton, N. Y. — The lease of the Arcadian Cut Glass Company on the building it occupies will soon expire. If a suitable building can be found, the business will be kept here, and an effort will be made to find a suitable place, even if a building has to be erected for it. Since this plant was located in the village, the cut glass business in all parts of the country has been very poor, cut glass being one of the luxuries that most seriously felt the effects of the hard times of the past two years.

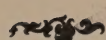
Hartford, Conn. — Judge Case of the Superior Court has appointed Hugh M. Alcorn, of Suffield, temporary receiver of the United States Art Bent Glass Company. The application for the receivership was made by Joseph Ragone, president of the concern.

Oklahoma City, Okla. — One of the latest acquisitions to the industrial interests of this city is the Oklahoma City Art Glass Co., whose governing head is J. W. Thalheimer. In addition to art glass the company will handle beveled plate glass, ground glass, chipped glass and prism glass.

Mt. Winans, Md. — The Maryland Glass Corporation at Mt. Winans, Md., resumed operations in full on Monday of this week. The plant received a thorough overhauling during the shut-down under the supervision of Manager J. H. Williams.

Winchester, Ind. — The bottle factory of the Woodbury Glass Co. is again in full operation, giving employment to about 600 people.

Pittsburg, Pa. — At Dover, Del., the Method Art Glass Co., of Pittsburg, has been incorporated to manufacture glass signs and other art glass products. The incorporators are L. A. Lager, A. T. Smith and J. G. Evans, of Pittsburg; S. E. Robinson and Harry W. Davis, of Wilmington, Del. Capital stock is \$500,000.



Villanova, Pa.—Rare bargains in antique cut glass was the feature of a recent continuance of the sale of effects from the Woodstock Mansion held at Davis & Harvey's Art Galleries, 1112 Walnut Street, Philadelphia. The goods were sold because the owner is about to leave for Europe. A beautiful heavy cut glass ice cream dish was started at \$3, and after a spirited contest among the bidders brought \$13.25. Two fine cut glass cordial decanters sold for \$1.75 apiece. A large rich cut glass fruit stand with handles sold for \$11.50, and a cracker jar for \$5.25.

Bridgeton, N. J.—The Cumberland Glass Company has started operations, and the entire plant, which is one of the largest in the country, is now in full operation. The More-Jonas plant, operated by the same company, has also started up.



Millville, N. J.—The industry of manufacturing glass bottles is so brisk here that during the early part of this month one firm shipped from six to ten carloads a day.



"INTAGLIO" ROCK CRYSTAL ENGRAVED GLASS VASES



FROM WILLIAM H. LUM & SON.

DOMESTIC GLASSWARE AND POTTERY BOOMING

GLASS BUSINESS SO GOOD THAT ORDERS ARE FAR BEHIND—POTTERY HOLDING ITS OWN AND NEW THINGS FORTHCOMING

NOT, at least, within three years, has the trade on all kinds and grades of table glassware been so brisk as it is at the present time, with no signs of slowing down. There is an expression of anxiety on the faces of some agents in the district that we have seen—not because there's nothing doing, but because there's been so much doing that they cannot fill orders already booked, and they are piling up. The factories are unable to rush them along, because they are working to their full capacity and are unable to do any more. This makes the situation appear paradoxical.

As the glass producers do not appear to think they are getting high enough prices for their goods, they purpose advancing them after December 31, so that everybody that buys glass is trying to get aboard for all they can buy for 1909 delivery, knowing that they will have to pay more in the near future. This makes the situation still more interesting, and the hustling all the more intense.

As to pottery interests the facts are that the American manufacturers are busier to-day than during recent years, and the outlook is that the coming year will see the best period



FINE SPECIMENS OF AMERICAN CUT GLASS ❖ ❖ FROM THE SMETHPORT CUT GLASS COMPANY

for business in these lines than has heretofore been experienced. The reason ascribed is, that the domestic manufacturer has been lessening the import trade by getting out a much higher grade of goods than has been his wont to do in years gone by.

No less than a dozen new dinner shapes will be placed on the market by western pottery manufacturers on or about January 1. Several have been before the trade during the past year, but the number of new shapes due in January is the record for one time in East Liverpool pottery district. And the quality of the body, the glaze and the treatment is far in advance of anything heretofore attempted by the American manufacturers. All in all, with new goods, and a better grade, the American pottery manufacturer is entering upon the 1910 season with brighter prospects than experienced during the past decade.

When it is said that the potteries are working in most instances on full time, it is not only stating facts, but speaking well for the good times that have arrived. In this connection we are always searching for new things to interest buyers, and generally find what we go after, in both glass and pottery.

Something new has been found in the glass industry that not only should interest buyers, but has already interested them. It is to be found at the store of William H. Lum & Son, 46 Murray Street. This firm has evolved an extremely pretty line of intaglio and rock crystal specialties, whose patterns are as numerous as the shapes upon which they appear. So very delicately conceived are the decorations that a prominent firm of silver smiths in this city made special designs of their own and then had them matched in this glass, so that one might sell with the other, as one

piece. They consist of salt cellars, puff boxes, fancy bottles and other small pieces of equal popularity. The dignified pieces shown in the accompanying cut, define, in a measure, three of the Lum original decorations, but they do not do full justice, owing to the difficulty found in photographing glassware faithful to the object. The trio may be utilized as receptacles for cut flowers, and they are graciously artistic for that purpose. The larger piece will be appreciated for its shapely proportions and fine engraving. It is one of the very choice vases of the collection, its decoration being the peacock feather, which extends (quill down) nearly to the top, where the feather spreads gracefully to its full width. A second vase shows an intertwining of the wild rose, and ribbon, a very graceful and well studied idea that is better appreciated after careful study. The third pattern describes birds and butterflies flitting about amid an entanglement of vines, and is as novel as beautiful. The selling quality of this line depends entirely upon the taste of the buyer, but they appear to be running very close together.

A contribution from the Smethport Cut Glass Company, of which James M. Stewart is agent, at 68 West Broadway, consists of three pieces. The most important of them is a shapely center piece for the table. It is crowned with a small mesh wire in which cut flowers may be inserted with their stems dangling in the water, and above it a slender looped wire with rings to sustain flowers. Surrounding the piece at the top is a broad metal band, and rising above it are four candelabra, also of metal. The effect produced when illuminated is extremely pretty. A second piece is a 10-inch nappie of delicate shape. It is



A CLASSY COLLECTION OF AMERICAN PRESSED GLASS TABLEWARE

FROM DUNCAN & MILLER

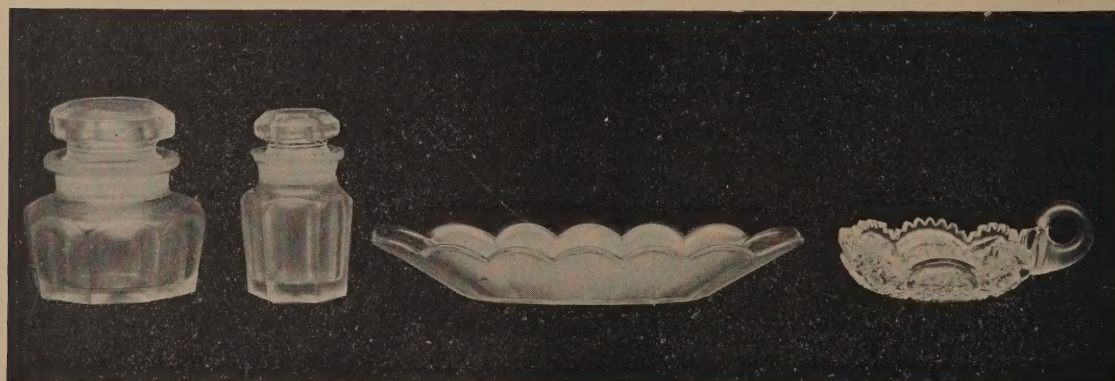
not very deep, but of very refined proportions, and the cutting is superbly executed. One of its attractive features is the fine scalloping that has been applied to the upper edge. The smaller of the three pieces is a four-footed, octagon-shaped fern dish, with silver lining. It is a very cute and classy little conceit that carries artistic quality in every line.

The Jefferson Glass Co., of Follansbee, West Virginia, of which Fred Skelton is agent, at 32 Park Place, is an up-to-date concern that places before buyers a large and varied assortment of table glassware, known all over as "Krys-Tol, the glass of quality," or, *Chippendale*. Through the courtesy of Mr. Skelton it is our pleasure to present cuts of four of the newest choice pieces that the company stakes its reputation on. One is a pressed glass celery dish, with beautiful scalloped pattern upper edge; a second is an olive dish with hand-made handle; a third an octagon-shaped pickle jar, massive in its make, and a fourth an octagon-shaped horse radish jar, greatly resembling the pickle jar, even to its massiveness. These being the very latest articles to arrive they are having a sale that pays a tribute to their goodness and shapeliness.

Duncan and Miller, of Washington, Pa., of which firm Paul Joseph is agent, at 55 Park Place, contributes five pieces, from what is

called the "63 lot." Each piece is of pressed glass. The line consists of a half-gallon tankard, sweet pea vase, footed bon-bon, tall celery and a nine-inch vase. It may be seen from the cut just how very beautiful each shape has been worked out. The decoration on each is of the most artistic kind, and shapes so catchy as to have made them as fine a line as Duncan and Miller has yet produced. These, in fact, are among the goods that have caused orders to pile up and make the glassware trade so brisk as to cause the factories to work to their fullest capacity.

One of the most beautiful, as well as quaint and artistic line of art pottery to be found at the agencies of American manufacturers, is that produced by S. A. Weller, Zanesville, Ohio, and sold in this city by his agent, G. H. Woodworth, 57 Park Place. It is known as "Dresden" ware and is made to beautify the interiors of homes. The three cuts which we present show the fine lines of this ware, but there are others of different shape. Two of the cuts are of vases and the third a jardiniere, all for holding flowers, or, in fact, most anything in the way of small articles of the decorative sort. These goods are of light green color, while the decorative figures are of pale blue, making a delightful combination that readily appeals to the artistic taste. Note the quaint pictures they contain, of Dutch girls,



FOUR NEW PIECES OF PRESSED GLASSWARE

FROM THE JEFFERSON GLASS COMPANY



HIGH GRADE "GUERNSEY" COOKING WARE

FROM THE GUERNSEY EARTHENWARE COMPANY

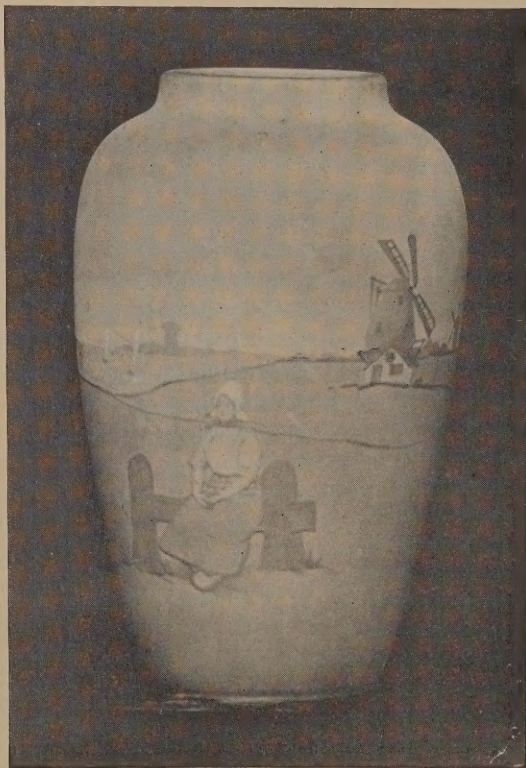
marine views, and the always appreciated old windmills. It was predicted that these goods would attract widespread notice; they have done so and the sales have been large because they are not high in price.

We are pleased to illustrate a most attractive collection of kitchen earthenware, the production of the Guernsey Earthenware Company, Cambridge, Ohio, which is represented in this city by E. Bergman & Son, 25 West Broadway. This is not art ware, but a line of vessels that is inseparable to and invaluable

for the kitchen in the way of cooking utensils. Our cut shows six articles, as follows: An oval shirred egg or Welsh rarebit dish, which comes in lengths from 9 inches to 14 inches, and widths from 5 inches to 8 inches; a round covered casserole or stew pot that holds from 14 ounces to $4\frac{1}{4}$ quarts. These casseroles are so popular as superb cookers that silver-



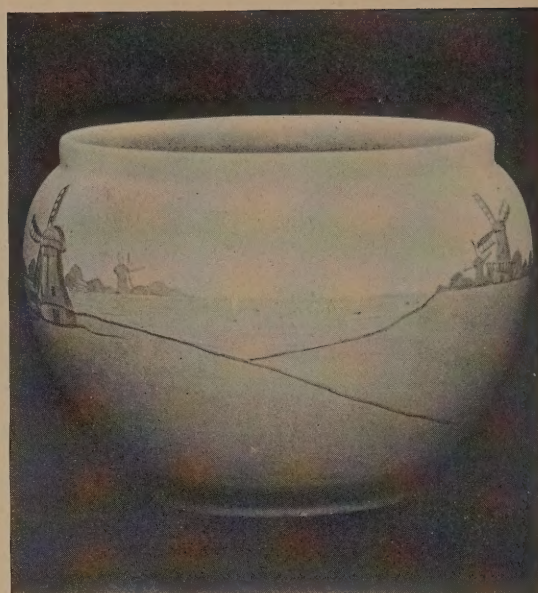
TALL DECORATED DRESDEN VASE
FROM S. A. WELLER



ANOTHER DRESDEN VASE
FROM S. A. WELLER

smiths buy them in great quantities and sell them in silver frames, but this is not necessary for the average housekeeper; a petite marmite or covered bean pot (shown here without cover). These hold from 14 ounces to 2 quarts, and, like the casseroles, are largely purchased by silversmiths to be encircled with silver frames; a Boston teapot, made to hold from 1 pint to 4 pints; a chocolate pot to hold from

7 ounces to $2\frac{1}{2}$ pints. Attention is called to a metal flange at the top of the handle, which holds the cover when the pot is tilted, thereby preventing it from falling off and breaking; a coffee server, with a capacity of from a half pint to 1 pint. In manufacturing these goods, particular attention has been paid to produce artistic shapes, and it may be seen by studying the different articles that the idea has been faithfully carried out. The line is known as "Guernsey Cooking Ware," and as such has scored a positive triumph for more than four years as the best goods of their kind made for kitchen cooking service. Guernsey ware is of light weight, very strong, and has stood the severest test. In color it is a rich brown and has a spotless white glaze interior, which brands it on sight as the personification of cleanliness. Those who have used this ware speak of it in the highest terms. It is recommended to all housewives.



DRESDEN JARDINIÈRE ❧ FROM S. A. WELLER

PENCILINGS OF POTTERIES

THE American manufacturers are in a jubilant spirit at present, owing to the fact that they are busier than in recent times and say they anticipate that the coming year will see the best period of business improvement in china and pottery that has ever been experienced.

The adjustment of the differences between the Turners and the Handlers local and their help, at East Liverpool, Ohio, is believed to be close at hand, and that will add to the already improved conditions of labor. Employers and employees, in fact, are getting together to smooth matters over at this hive of the pottery industry.

Word has been received from the various points where the ceramic industry stands paramount, that several new shapes with patriotic names to aid in their popularity, have been evolved and will appear upon the market after the dawn of the new year. It may be stated, also, that the same will manifest itself in art pottery. It's a secret just now as to what the new things will be, but the trade will be kept in suspense but a few weeks more.

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Trenton, N. J. — Arrangements are under way for the re-establishment of the Willets Manufacturing Pottery Company, now in the hands of the receiver, Leslie C. Pierson. Negotiations have been concluded with all the creditors by which it is understood that they will accept 30 per cent. of their claims in full settlement. It is now proposed that the plant be taken over by a company of Trenton men,

including former Senator E. C. Hutchinson, John F. Gill, Dr. H. B. Costill and Mr. Pierson, who propose continuing it in the production of the belleck ware for which the pottery has long been famous.

The recent fire that occurred at the Empire Pottery, damaged the packing material shed to the extent of \$2,500. The cause of the fire is charged to either carelessness in throwing a lighted match on the floor, or the stump of a cigarette.

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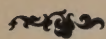
University City, Mo.—A new school and manufactory of ceramics is being established at the university here. Among those who will interest themselves in its establishment, are Taxile Doat, the famous ceramic artist, of Sevres, France.

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Newell, W. Va.—Operations will not be started at the new plant of the Boch Porcelain Co. until January. The plant will be under the management of John W. Boch, well known to porcelain manufacturers in the Trenton district, and who for many years has been the electric porcelain expert for the Westinghouse interests at East Pittsburg, Pa.

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Pittsburg, Pa.—Brushing and dipping and stamping machines—three in one—will soon be established in four potteries in this district, thus reducing the amount of labor necessary to produce ware of those present departments. Ware can also be handled more speedily. The order for the four machines has been placed and they will be installed within a month.



Lambertville, N. J.—The pottery interests have invaded Lambertville and a new pottery will be opened there within a few weeks.



Red Wing, Minn.—The Red Wing Union Stoneware Company, with a capital of \$500,000, owns two potteries here and one at Marshalltown, Iowa. The Red Wing plants now employ 350 men all the year round and have a pay roll of \$175,000 annually. The industries are mainstays of the place.



East Liverpool, Ohio.—What is believed will turn out to be the greatest spar field in Canada will soon be developed by five East Liverpool manufacturing potters during the next few months, and with that object in view the Cochran Mining and Milling Company, Trenton, N. J., and Wilmington, Del., flint and spar manufacturers, who have been investigating the Canadian spar fields, declare that the property acquired by the local interests is the greatest in the "new world." The property was purchased over a year ago by H. A. McNicol, vice-president of the United States Potters' Association, and president of the Potters' Co-Operative Company, of this city. He was tipped off by an old Canadian as to the worth of the land, and considerable money was spent in sinking a shaft. During the past summer Mr. McNicol again went into Canada and saw a hole in the ground filled to the brim with water. Then he was told that while he had the richest spar property in Canada, a slope should have been driven instead of a shaft, but this was not the fault of Mr. McNicol that it was not made a slope mine in the first place. Then the formation of a mine on an extensive scale followed. Those interested are T. A. McNicol, secretary of the Dresden Pottery Company; D. E. McNicol, president of the D. E. McNicol Pottery Company; W. L. Smith and W. L. Smith, Jr., of the Taylor, Smith & Taylor Pottery, Chester, W. Va.

During the early part of this month the executive committee of the United States Potters' Association met here for the purpose of taking up work concerning the coming meeting of the United States Potters' Association at Washington, D. C., early in December. It is expected that Vice-President William Burgess will have some interesting notes to go over, telling of the actual work and success of the new tariff schedules, in so far as pottery is concerned. For years, the United States Potters' Association sought aid from the officials at Washington to have the laws enforced. The association did not seek an advance in rates, so to speak, on imported ware but the enforcement of the schedules as they actually appeared on the "books" was desired.

Following is a copy of the announcement sent to all concerned:

Gentlemen:

By order of the Executive Committee of the United States Potters' Association the Thirty-first Annual Convention will be held at the Hotel Raleigh, Washington, D. C., beginning Tuesday, December 7th, 1909, at eleven o'clock, A. M. Business of importance to every manufacturer will come up at this meeting, and the Executive Committee would like to see every member of the association officially represented. For the benefit of those who desire to go from East Liverpool, Rochester or Pittsburg, arrangements have been made for a through sleeper, leaving East Liverpool, Monday evening, December 6th, at 6:35 eastern standard time. 5:35 R. R. time. The enclosed postal addressed to the Secretary will secure reservation of sleeper. Berths will be allotted in the order in which the names are received.

Respectfully submitted.

THE UNITED STATES POTTERS' ASS'N.,

C. C. Ashbaugh, Sec'y-Treas.



Although it has but six kilns on the plant, the Colonial Pottery Company has started to push it to the limit, and will make eight.



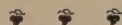
Cannonsburg, Pa.—The erection of three new kilns at the plant of the Cannonsburg, Pa., pottery will increase the capacity of that plant to 10 kilns. The new kilns are of the largest size built for general pottery purposes. The glost end will have two additional kilns and the bisque end but one. This plant is under the management of Will S. George, also president of the East Palestine, Ohio, Pottery Co.



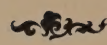
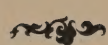
Salineville, Pa.—Bondholders of the Salineville pottery are considering a proposition to allow new interests to take the property and operate it. It has seven biscuit and glost kilns and three decorating kilns. The plant has been idle for nearly three years.



Steubenville, Ohio.—The local pottery is reported to be running to its full capacity, and could turn out more goods if more kiln room could be obtained. There is talk of changing from gas back to coal.



Newark, N. J.—The good selling quality of the Guernsey line of earthenware, was manifested in a recent sale at one of this city's largest department stores, when sixty-five thousand pieces of this high-grade ware was placed on sale as a special attraction.



TRADE NOTES

The Fair Store of Ida Grove, Ia., has opened a branch at Dell Rapids, Minn.

J. J. Mayer will open a Five and Ten Cent Store in the town of Monroe, Ind.

It is reported that D. L. Russell contemplates opening a crockery store at Seattle, Wash.

The Malone, Ia., racket store is doing such a rushing business that Mr. Malone is building an addition and will enlarge his stock.

The Booth Art Glass Company, of Buffalo, has been incorporated. The directors are George M. William, H. and Alice K. Booth.

Urbana, Ill., is to have a Five and Ten Cent Store. It will be owned by a Lincoln party and managed by Isaac Kaufman, of Chicago.

The Five and Ten Cent Novelty Co., of St. Louis, has been incorporated in Missouri by E. J. Huddleson, Jennie Huddleson and W. A. Landis. Capital, \$5,000.

A. H. Fristoe, Decatur, Ind., has bought the stock of the Five and Ten Cent Store of Mrs. F. J. McWhinney and transferred it to the Economy, which he operates.

The Frizlen Cut Glass Company, has been incorporated at Vineland, N. J., with a capital of \$10,000. The incorporators are William L. Frizlen, Wilbur F. Tower and David Doerr.

Mrs. Pearson, of Oconto, Neb., and Miss Dunigan, of Enid, Okla., have purchased the ten cent store owned by T. E. Vance at Peru, Neb., and will assume charge of the business at once.

A Five and Ten Cent Store has been opened at Farmington, Ill., by Eli McKinney, Jr. E. Dickerhoof, of Paw Paw, Mich., has added a large five and ten cent line to his grocery business.

A force has been busy for some time remodeling and re-constructing the interiors of the Boston and 5c. and 10c. stores on Sixth street, Eaton, Ia., and they will be re-opened for business by the Sanger Syndicate.

The Lincoln Bargain Store, owned and operated by Henry L. Rosen, Chicago, has been forced into bankruptcy by the Chicago Credit Men's Association. The petitioners report Rosen's liabilities at \$17,000, and his assets at \$1,000.

Racket stores have been established at Charleston, Ill., by Mr. and Mrs. Otis Warren. J. W. Lamb, of Holton, Kan., has bought the racket store of W. A. Blair. Frank Cushman, of Memphis, Mo., has purchased a racket store at Bethany, Mo. A. F. Cushman has bought the stock of Mrs. M. J. Dodd, Bethany, Mo., and, it is stated, will operate a racket store.

PRESIDENT TAFT TO RECEIVE A POTTERY SOUVENIR

Every one appreciates Taft prosperity and the fact that at present the country enjoys a great improvement in all business lines; some of these benefits accruing in the state of Georgia from industries only recently developed. Mr. Cecil Morgan, who is connected with the Georgia Kaolin Company, of Macon, upon hearing of Mr. Taft's proposed visit to the city, thought of the advisability of presenting to him a piece of pottery made in his home state of Ohio from clay mined in Georgia. Mr. Morgan at once communicated with the Owen China Company, Minervo, O., who appreciated the suitability of such a presentation. The ware in shape and design was to be characteristic of the Indians, with a reproduction of old Fort Hawkins as a partial decoration.

Arrangements had been made for the proper presentation at the state fair grounds and a most happy occasion was anticipated. At the last moment, however, word came from the Owen China Company that they had been so overwhelmed with business in all departments, that they found it impossible in so short a time to suitably complete the piece. Mr. Morgan, being one of the number of gentlemen invited to occupy a seat upon the platform with Mr. Taft, was accorded the opportunity of explaining personally the circumstances which defeated the object temporarily. The president expressed himself as greatly interested in the subject, and said he would be glad later on to receive the souvenir in Washington.

The idea of bringing to such widespread notice the adaptability of the Georgia china clays for the requirements of the high grade pottery manufacturers was most happy, and reflects credit upon its promoters. It is only by such efforts that the rich natural resources of the southland will be brought to the attention of the country at large.

KANSAS UNIVERSITY POTTERY CLASS

It is understood that the University of Kansas is to enter the market as a manufacturer of pottery, of the finer grade. This announcement is credited to Professor Griffith of the department of painting and design. As soon as possible Kansas clays will be used in the making. Miss Maria Benson, the instructor for the new department, is said to have arrived from the old Newcomb potteries of Tulane University, at New Orleans, and has commenced work with thirty-four students, that have enrolled and hope to become potters.

A man's friends can sometimes make him more uncomfortable than his enemies.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

“THE GREEN BOOK”

A Monthly Magazine Devoted to the Interests of the Pottery, Glass, Lamp, Art Metal and Allied Industries

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Amalgamated, April, 1905

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WE JOIN IN GIVING THANKS

THANKSGIVING DAY occurs November 25. The condition of no person is so hopeless that there is not something worth giving thanks for. POTTERY AND GLASS is thankful for many things. It is appreciated by readers and advertisers and its already large and influential circulation is steadily increasing.

Persons from no one particular section of our country, but all sections, write us encouraging letters, telling of how they saw and read the magazine, ask for sample copies and later send in their subscriptions. Our advertisers say they receive excellent results from the paid announcements they make in its pages and new advertisers are joining the old ones. These are reasons why its publishers should give thanks, and they do.

We are greatly pleased to read the encouraging reports from all districts which tell of a good, wholesome condition of business, with a strong assurance that it will continue indefinitely. These are the things in the routine of trade that tend to cheer and give encouragement, for the ghost never walks more uprightly than when the marts of commerce bring honest work to willing man.

This has been an encouraging year as compared with 1908, and the business fraternity can see nothing but rainbow hues when looking into the future. It is sincerely hoped that trade will keep on the crest of the wave, as present indications point that it will, so that while we all sit down to the family table, with the great national bird browned to a turn before us, the only thought that will be uppermost in our minds will be that we are thankful for the return of the auspicious day once more, and for all the blessings that have been bestowed upon us by an all wise Being.

PRICES OF GLASSWARE ARE TO BE RAISED IN 1910

BUSINESS is very good in the lines represented by this magazine. We say good, allowing for fluctuations that occur as a result of changing seasons. The trade knows, of course, that there has been a large business done in imported china, especially dinnerware, of the decorated sort. The samples from which sales were made are now referred to as “dead,” by which is meant that they have served their purpose, orders were taken and now buyers await, with a degree of patience, the arrival of their goods from the foreign factories. But, the “dead” samples, so called, are dead only as samples, for they are duplicates of wares that, in most cases, have jumped into favor very readily and will continue to sell on future orders for an indefinite period.

As to glassware, business has been and continues to be something beyond the ordinary. It is, in fact, so very brisk as to establish a precedent, many believe. We have been told that buyers have been so generous in placing orders that the manufacturers’ agents in town have taken to the “booking ahead” system and can promise to deliver goods only as the factories can turn them out. This is a fact that was verified at at least two agencies, and the same condition prevails elsewhere. This refers to general tableware, principally, of domestic production.

Inquiry in the importing trade resulted in the statement that business in cut glass, rock crystal and the etched products had been good, and there is every hope that it will continue so in the future.

Referring again to the domestic manufactures, it is learned that one glassware company, on a decision of the board of directors, has decided to raise prices for 1910 and may induce others to follow. This means that no orders for future delivery, beyond December 31, will be taken at present prices. What the result of this edict will be is not known. It might, or might not give business a setback. That is

something not within our province to criticize, but let it be hoped that trade, recently revived, will not be affected by the rise in prices.

As to gas and electric portables, they were never intended to kill oil lamps, for there are still places on the map where gas and electricity are yet unknown quantities, so that the oil lamp reigns supreme, in places. Lamps are good sellers this season, as was learned at a prominent agency where it was said that the factory where they were made was working overtime and still was unable to fill orders. The situation looks splendid in the glass and lamp lines, and we trust that the big slump of the past two years will be quickly overcome by the bright conditions that now prevail.

RECENT FIRES

On the morning of October 18 the new 5 and 10 cent store, located in Post Office Square, Bridgeton, Me., and owned by W. E. Crosby, was totally destroyed by fire, and all of its contents went up in smoke. The loss on stock and building is estimated at \$1,000, and is covered by insurance.

One of the most disastrous fires in the history of Lawrence, Kansas, occurred on the morning of October 28. It started in the basement of the building, the first floor of which was occupied by W. I. Hoadley, dealer in china and novelties. The damage is estimated at \$23,500.

The S. S. Kresge & Co., 5 and 10 cent store on Ontario Street, Cleveland, Ohio, was destroyed by fire on the morning of October 29. Cause supposed to be defective wiring. The loss approximates \$40,000.

SALESMEN ON THEIR TRAVELS

J. C. B. Beatty, who used to be of the firm of Buxton & Beatty, potters, Columbus, Ohio, has allied himself with the Cartwright Bros.' pottery, Sebring, as salesman, and is now traveling in the West with a full line.

H. B. Thistle, Jr., is covering New York State, H. J. Smith, New England, and F. C. Hempy, Pennsylvania, for Cox and Lafferty, 32 Park Place.

Robert J. Wylie, who formerly represented Goldman & Muscatt, 55 Park Place, has entered the employ of the George H. Bowman Co., 39 Murray Street, as a traveling representative, and will cover the New England district.

Ignaz Strauss & Co., 684 Broadway, have three traveling representatives on the road, with samples of goods in the ceramic line. They are Walter M. Manes, who covers the South and Southwest; Mr. Hyman, in the East, and Harry R. Rosenstein, who looks after Chicago and the Middle West.

M. E. Knowles, who travels East for the J. Pouyat Company, 37 Murray Street, recently made a flying trip to Chicago. John E. Plummer is traveling in the West for this company.

Fred W. Beiswanger, formerly with the Unique Art Glass and Metal Co., is now with the Manhattan Brass Co., selling a line of lamps, portables, etc.

George W. Clark will cover western territory for the Homer Laughlin China Co., with a new line of 1910 samples.

J. C. Davis, of the Smith-Phillips China Co., is about to travel over Eastern territory in the near future.

Endemann & Churchill have sent Louis Cruveilher through the Canadian district, and he will include the Pacific Coast before returning.

J. H. Herman, who traveled for A. A. Vantine & Co., and Carlowitz & Co., has joined the force of Ignaz Strauss & Co., 684 Broadway, and is going over the New England circuit, as well as Philadelphia, Baltimore and Washington.

BRISTOL COMPANY'S THREE BULLETINS

The Bristol Company, of Waterbury, Conn., has issued several new bulletins of late. One of them tells about their Patent Steel Belt Lacing, that has been on the market for twenty years and is in service in various parts of the world, for fastening belts. A second bulletin describes indicating electric pyrometers, for hardening furnaces and gives detailed information concerning their value and use. A third bulletin is compiled in the interests of the company's electric pyrometers for annealing furnaces. Each bulletin contains seven pages and is profusely illustrated. The Bristol Company, in addition to its Waterbury headquarters, has offices in New York, Chicago and Pittsburg.

BOOK NOTES

THE ARTS OF JAPAN, illustrated, by Edward Dillon, M. A. Published by A. C. McClurg & Co., Chicago. Price, \$1.00.

A valuable book of 212 pages, with 41 illustrations, that tells in a brief, yet comprehensive way, about what the Japanese have accomplished in painting, sculpture, the ceramic and minor applied arts, back to the early periods of the nation's history and during the prehistoric period. The book is written in an entertaining way and cannot fail to be of absorbing interest to art lovers who are accustomed to look to the land of the cherry blossom for inspiration.

PRACTICAL SCIENCE DEPARTMENT

Edited by Prof. CHARLES F. BINNS, Alfred, N. Y.

THE ESSENCE OF BODY MIXING

WHILE, in the majority of cases, manufacturing potters are working upon established recipes, which are proved satisfactory, and which result in a regular trade product there are two conditions under which a knowledge of the principles of body mixing become necessary. One of these is when it is desirable to exchange one material for another, the second is when a completely new ware is needed.

In order to meet either of these conditions successfully recourse must be had to certain fundamental rules which are based upon the mineral or rational composition of the materials to be used.

The composition of a clay or other material may be expressed in three ways: the chemical analysis, the mineral composition and the molecular formula. The last named will not be dealt with at present, but it may be possible to lead up to it later.

The report of the chemist upon the analysis of a clay or spar is rendered in terms of the oxides present, silica, alumina, lime, magnesia, iron oxide and the alkalies, potash and soda. The last named are not usually reported separately in a clay because of the small amount present and it will be satisfactory as a rule to deal with the total alkali as if it were potash.

Potters' clay, be it china clay or bale clay, is not a simple substance. In the main it may be said to consist of three minerals, clay substance, sometimes called kaolinite, feldspar, and quartz. Of these, feldspar contains potash, alumina and silica; clay substance contains alumina and silica, and quartz consists of silica only. It may therefore be assumed that all the potash belongs to whatever amount of feldspar the clay carries, and the percentage of this feldspar can, therefore, be calculated by using the potash as the key.

Pure feldspar consists of:

Silica	64.74
Alumina	18.35
Potash	16.91
	100.00

and it is easily seen that the proportion of potash to alumina is as 1 : 1.085 because $\frac{18.35}{16.91} = 1.085$.

Likewise the proportion of potash to silica is as 1 : 3.828 because $\frac{64.74}{16.91} = 3.828$.

Now suppose, in the analysis of a clay the alkali is reported as 1.5 per cent., then $1.5 \times$

$1.085 = 1.627 =$ Alumina in feldspar, and $1.5 \times 3.828 = 5.742 =$ Silica in feldspar and the three amounts added together $1.5 + 1.627 + 5.742 = 8.869$ the total percentage of feldspar in the clay. The full analysis of the clay, omitting for the sake of simplicity the traces of lime and iron and figuring upon a percentage basis, may be as follows:—

Silica	52.2
Alumina	36.4
Potash	1.5
Water	9.9
	100.0

Having found the amount of feldspar present to be 8.869 the constituent parts of this are subtracted from the total content of the clay thus

Silica	$52.2 - 5.742 = 46.458$
Alumina ..	$36.4 - 1.627 = 34.773$
Potash ...	$1.5 - 1.5 = 0.000$
Water	$9.9 - 0.0 = 9.900$

The balance of the alumina 34.773 belongs to the clay substance because, having eliminated the feldspar, there is no other mineral which contains alumina.

Pure clay substance has the following composition:—

Silica	46.51
Alumina	39.53
Water	13.96
	100.00

and the alumina is to the silica as 1 : 1.176 because $\frac{46.51}{39.53} = 1.176$.

The alumina left over, multiplied by this factor, will give the amount of silica in the clay substance and the whole of the water is added in:—
 $34.773 \times 1.176 = 41.189 =$ silica in clay substance.

The total amount of clay substance therefore is:

Silica	41.189
Alumina	34.773
Water	9.900
	85.862

There now remains only the quartz and this is represented by the balance of the silica after the amounts contained in the feldspar and the clay substance have been deducted.

Silica in feldspar	5.742
Silica in clay substance .	41.189
	46.931

and 46.931 from 52.200 leaves 5.269 which is reported as quartz.

The mineral composition of the particular

clay represented in the analysis quoted is, therefore:

Clay substance	85.862
Feldspar	8.869
Quartz	5.269
	100.000

The light which this calculation throws upon the composition of a clay must be evident to all.

(To be continued.)

THE ROLE OF FLUORINE IN HIGH TEMPERATURE GLAZES

AMONG the more interesting features of the recent London Congress for Applied Chemistry was a paper read by M. G. Vogt, technical director of the French national factory at Sèvres, which has been reproduced in the columns of the *Sprechsaal*.

Fluor-spar was long ago introduced as a flux in the manufacture of hard porcelain. In his classical work, "Traité des Arts Ceramiques," Brongniart reports on the use of a glaze of the following composition at the Fürstenberg factory:

Ground Quartz	43 parts by weight
Kaolin	32 " " "
Fluor-spar	14 " " "

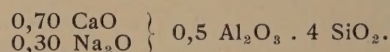
Fluor-spar does not, however, seem to have been generally adopted in the ceramic industry; its use being now limited to certain special glazes.

What now becomes of the fluorineo: in these glazes when they are melted at the temperature of 1,300° or 1,400° C.; or rather, what is the chemical composition of these glazes after melting? M. Vogt regrets he is obliged to acknowledge that he has not found in ceramic literature an indisputable reply to these questions, which likewise apply to the allied subjects of the glass and enamel industries, where the employment of fluor-spar and kryolith is more frequent. The results obtained from numerous experiments do not, however, coincide. Some experts maintain that the fluorine escapes during the vitrification in the form of fluoride of silicon, while others are of opinion that it partially or wholly remains behind in the melted flux.

This divergence of views is not surprising; it being evident that the results obtained must depend upon the chemical composition of the mixtures subjected to the process of melting. They are likewise affected by the nature of the atmosphere of the kiln, by the temperature attained, and by the duration of the melting. A further influential factor is whether the glaze is melted in a compact mass in the crucible, or whether it is in the form of a thin layer on the ware.

In view of the length of time it would have required to demonstrate the effects upon fluorine of all the conditions named, M. Vogt confined himself to the specific case of most interest to porcelain manufacturers. He sought to determine what happens to the fluorine, introduced by him in the form of fluor-spar into a glaze composed of unfritted substances; the glaze being then applied to the thickness of one twenty-fifth to one-twelfth of an inch to a porcelain article, fired in an oxydising fire at 1,300° C.

The glaze used was of such a character that after the firing, and assuming the complete volatilization of the fluorine, it corresponded to the following formula:—



(The same composition as Seger cone 4.—Ed.)

The mixture itself consisted of:

Pegmatite (containing soda and lime)	76,5 parts by weight
Kaolin	1,3 " " "
Quartz sand	12,0 " " "
Fluor-spar	11,3 " " "

The materials finely ground with water (as is usual with glazes), produced a light colored slip which was applied in a thin layer upon a sheet of platinum. After drying, the whole was fired in a porcelain kiln heated with wood, in an oxidising fire, to 1,300° C. The sample tested was, on being removed from the kiln and slowly cooled, completely vitrified and transparent. The layer of glass adhered closely to the platinum, so that in order to remove it from the metal the whole had to be heated to a dark red glow and then thrown into cold water. In this way the vitreous substance came off in splinters and was then finely pulverized. A sample of this glass was analyzed, as well as one of the unmelted compound, in order to define in the usual way the silicic acid, the alumina and the lime, determining the fluorine according to the classical method of Berzelius. The alkali was not directly defined. The analysis of the substances dried at 125° C. gave the following values:

	CRUDE COMPOUND	MELTED PRODUCT
SiO ₂	68,22%	70,84%
Al ₂ O ₃	13,89	14,12
CaO	3,06	10,41
Ca	9,56	—
F	4,65	0
Alkali (by Difference)	5,27	4,63
	100,00	100,00

These figures clearly prove that the whole of the fluorine introduced into the compound as fluoride of calcium, escapes during the melting of the glaze applied in a thin layer. The result is shown by the molecular formula according to the analysis of the melted glaze compound, which indicates the following conditions:



The above position leads to the conclusion, that if a glaze melted under the conditions named contains a certain quantity of silicic acid, and lime is introduced as fluor-spar, it is necessary to add more silicic acid; in fact as much as prospectively escapes with the fluorine as Si F₄.

Does this mean that without doing anything further, lime can be introduced into a glaze as carbonate or fluoride, the same results being attained? No, for the fluor-spar, which melts at the relatively low temperature of 900° C., will, for instance, if introduced into a colored glaze, dissolve the coloring oxides as soon as the fluor-spar itself melts; carbonate of calcium not doing so at the same temperature. From the above it would result that the glaze obtained with fluor-spar will, after firing, display a much brighter and better developed tone and greater brilliancy.



NOTE—(The conclusions of M. Vogt do not seem to be entirely warranted in practice. Many attempts have been made to accomplish the result of which he speaks, but it is always found that the use of fluorides develops blisters in the glaze. Fluorides are largely used in the enameled iron industry, and in this case the conditions are more closely analogous to those given by M. Vogt in his experiment.—Ed.)



FIRE-PROOF PORCELAIN

A recent invention, by M. Anton Schofl, of the firm of Trautmann & Mayer, is described in the *Moniteur de la Ceramique et de la Verrierie*. It deals with the manufacture of a porcelain, which, by the proportion existing between the kaolin, the feldspar and the silicious sand, combined with the mode of firing, produces a porcelain with considerable resistance to fire and variations of temperature.

The essential and new feature of the invention is that the combination of two parts of kaolin with two of feldspar and one of silicious sand, offers a resistance to fire, equalling Seger cone 34-35. The mixture is brought dry to the needful degree of fineness, and then stirred in the necessary quantity of water, according to the subsequent treatment contemplated. The quartz employed is calcined quite dry at a very low temperature, maintaining all its resistance to fire. It is thus not vitrified, and allows of the expansion and contraction of the particles, under the influence of rapid changes of temperature, without their being affected. The glaze of this porcelain consists of 2½ parts of feldspar, one part of silicious sand and one part of kaolin, without the addition of

calcite, marble, chalk, or their equivalent. This glaze is applied in the same manner as any other porcelain glaze. The glazing fire of this mass lasts, on account of the special relation between the composition of the mass and that of the glaze, about 24 hours. The temperature of the kiln must not exceed or fall below 12 Seger cone.

By this reduction of one-half in the time of firing, there results an increased output with same equipment, or maintenance of output with smaller equipment. The composition of this new porcelain allows of rapid cooling by opening the kiln for the admission of air. The kilns are thus better utilized; a saving being effected of one-half time in their operation.

IMITATION MEISSEN PORCELAIN

The imitation of cheap ware has no attraction for the unscrupulous gentry who prey upon the tastes of collectors, but such articles as Meissen porcelain afford them an opportunity for plunder, such as has recently been reported from Bautzen.

Meissen porcelain was successfully imitated in Dresden twenty years ago by a simple device. The swindlers procured without difficulty articles in white porcelain with the mark of the Royal Factory. These were then painted in odd designs and sold to English, American, Russian and other buyers as rare specimens. This traffic ceased to flourish when the porcelain factory became very cautious in disposing of unpainted ware, and practically limited its sale to supplying private trade with supposed substitutes for broken articles. Still, these nefarious practices were still rendered possible by the fact that among dealers in curios and antiques there is a supply of white porcelain available. Work it is said gives employment to 30 or 40 Dresden porcelain painters. In the Bautzen case it was established that the most expensive and rarest marks are imitated. Among the specimens forged by the Bautzen culprits was the "Red Dragon" design, made only on porcelain for the court of Charles the Strong. Other designs imitated were the black and yellow dragon, the green tendril pattern, the Indian purple design, etc. The party accused of these forgeries was sentenced to five months' imprisonment. His specious tale was that he had got the articles from old castles. In spite of the recent tranquillizing assurances of the Saxon Finance Minister, this Bautzen affair has alarmed many collectors.

John Staum, general manager of the National China Company, of East Liverpool, O., has resigned his position as a member of the Western Standing Committee of the United States Pottery Association.

UNION OF GERMAN CERAMIC FACTORIES

AT the recent general meeting of the above body, Dr. Uhlitzsch, in commenting upon the report, alluded to the fact that owing to the reaction in business, reduced production and lower prices had been in many cases found necessary. Meanwhile, the cost of manufacture had not materially decreased; this being largely due to the action of the coal syndicate, which, notwithstanding the depression in trade, had kept up the high prices of good times. This unjustifiable policy had affected the capacity of German manufacturers to compete with the makers of other countries more favorably placed as to fuel supplies.

In pursuance of its mission of protecting its members' interests, the union had opposed a patent application in respect to the manufacture of fireproof porcelain as well as one for firing at a reduced temperature.

At the commencement of 1908, German ceramic manufacturers had in many cases, orders on their books taken during the previous active period; the absence of new business being welcomed as giving them an opportunity of getting abreast of their customers' requirements. But when these orders had been executed and buyers failed to give repeats or even to specify the balances of their contracts, manufacturers commenced to realize that they had to face a lengthened period of depression.

Various factories, by low quotations, injured the market value of both their own goods and those of their competitors; this phase of the situation being further aggravated by several manufacturers, hitherto working for export, throwing their products on the German home market. Domestic prices of porcelain seem, however, to have been fairly well maintained, while export prices in that line fell, in some cases to an important extent.

CERAMIC ART IN THE KITCHEN

Under the above heading, *Bruhn's Fachblatt* lately reviewed the growing tendency to use ceramic decoration in kitchens, in place of the metal ornamentation hitherto generally employed.

The introduction of ceramic decoration has logical grounds. Metal decorations are liable to become tarnished under the influence of the vapors to which they are subject, while ceramic decoration can be kept clean with much less trouble. Moreover the relatively low cost of the latter allows of its frequent renewal.

PERSONAL

J. H. Venon, the importer, of 45 West Fourth Street, who returned from a successful business trip through the country the latter part of

October, sailed for Europe November 9th on the North German Lloyd Steamship Kronprinzessen Cecilie. Among other countries Mr. Venon will visit will be Sweden. He will return before the holidays.

George Hamilton, who resigned as secretary of Maddock & Miller, 53 Barclay Street, to become agent for the United States and Canada for Furnivals, Limited, Cobridge, Staffordshire, England, did not depart for his new field of effort on November 1, but will remain with Maddock & Miller until December 1, when he will be succeeded by Mr. George M. Abbott, who has been identified with Maddock & Miller for the past 19 years, and previous to that with Maddock & Steele. Mr. Hamilton will transfer the headquarters from 96 Church Street to 25 West Broadway.

G. W. Brownlee, who was with the George H. Bowman Co., 39 Murray Street, has joined the forces of Lazarus, Rosenfeld & Lehmann, 56 Murray Street, with whom he was formerly identified.

Robert Orr, who recently quit the McCurdy & Norwell Company, Rochester, N. Y., as buyer of crockery and glassware, has been succeeded by F. P. Boyland, who was with the Duffy, McInnerney Co., same city.

Henry Seigel, manager of the glass department for L. Strauss & Sons, Murray Street, is in Europe in the interest of next season's lines.

Mr. A. H. Hoag, of the A. H. Hoag Co., 46 West Broadway, has returned to his office, after an absence of several weeks through illness.

Thomas Steffinf, who formerly, was identified with the Willits Pottery Co., of Trenton, N. J., has associated himself with the Hot Springs Clay Product Co., Hot Springs, Ark.

John D. Whittaker, formerly manager of Cauldon's Ltd., Stoke-on-Trent, England, and for the past six years connected with Lenox, Inc., Trenton, N. J., has identified with the Waltham Watch Co., as enamel expert. His bone-china creations are said to have been the most delicate ever attempted in the United States.

W. L. Thompson, the writer of very popular sacred hymns, who died recently in this city, was a brother of J. C. Thompson, treasurer of the Thompson Pottery Co., and well known to the pottery manufacturers throughout the United States. He was buried at East Liverpool, Ohio.

W. S. George, one of the most noted pottery salesmen in the United States, who has been confined to his home at East Palestine, Ohio, for about a year, as a result of paralysis, is again able to attend to his duties as president of the East Palestine Pottery Co.

Charles W. Hartford, New England, agent for the Jefferson Glass Co., at Providence, R. I., paid a visit recently to the New York office, at 38 Park Place.

B. W. Jacobs, president of the Jefferson Glass Co., of Follansbee, W. Va., was in town early this month, and in addition to calling at the office, 38 Park Place, made some new contracts and attended to other business.

Russell Robinson, who traveled for the Jewell Cut Glass Co., represented by W. H. Taylor, 57 Park Place, severed his connection November 1, and joined the Guernsey Earthenware Co., of Cambridge, Ohio. He is covering eastern territory, outside of Greater New York.

Our esteemed friend, J. F. O'Gorman, secretary of the Pottery, Glass and Brass Salesmen's Association, had the ill luck to be laid up early in the month as the result of sickness, which, happily, was more painful than serious.

CHANCE TO BUY BUSINESS NOW RUSHED WITH ORDERS

This story is written to direct the attention of readers to an article of great utility and usefulness in the pottery line, that is now on the market and is meeting not only with ready sale, but the owner finds it impossible to fill orders, because the factory cannot make them as fast as they are sold.

The article in question is small, costs but little to make, and returns handsome profits to its present owner. It has never been canvassed, nor have salesmen ever called on stores to push it; the only publicity ever given it has been by sending out cards at long intervals, and the orders taken have been through that means.

The party in control is desirous of selling out, because he owns an old established business in an entirely different line, and is unable to run both. POTTERY AND GLASS has looked into the matter and found that the article is fully protected by United States patents. Furthermore that owner has orders for it from various well known houses at different parts of this country, including department stores, that cannot be filled promptly, for the reasons stated. Many of these were large and the writers urged shipments, if only in part, as soon as possible. We have concluded that the desire of the owner to part with his patents, outright, affords a splendid chance for some one with modest capital to start a business for himself, that is very easy to conduct and looks to be a winner strictly on the sales made and being made by mail every day.

We will place anyone interested in touch with owner, if they will communicate with this publication.

DISTINGUISHED JAPANESE CALLS ON POTTERY AND GLASS

Among the very recent visitors at our office, was Nagatake Fujiye, director of Ceramic Experiment Station, Kyoto, Japan. Mr. Fujiye was one of 58 distinguished Japanese and their secretaries and attendants, who came to this country on the invitation of the Associated Chambers of Commerce of the Pacific Coast, for the purpose of promoting relations of trade and friendship between Japan and the United States, so that the commission practically represented the Government of Japan.

While the commission was in New York and had been royally entertained by the Merchants' Association and Reception Committee and taken on sight-seeing trips about the harbor, Mr. Fujiye took advantage of the opportunity and called at the office of POTTERY AND GLASS, which he peruses with great enjoyment each month when it reaches him, and discussed trade interests. While with us the gentleman obtained a list of the principal potteries in the United States, his intention being to visit them and learn something of our manufacturing methods, that will be of use to him in his official position at the Kyoto station.

ELECTRIC KILNS—POSSIBLY

Wilberforce S. Denison, an expert in the matter of ovens and pottery baking, has been investigating the commercial practicability of applying electric current to generate the intense heat required in modern crockery making. Mr. Denison declares that his inquiries have no special significance, and that his experiments are purely scientific. It is reported, however, that he is acting in the interests of a large East Liverpool (Ohio) concern, and upon his favorable report a huge crockery producing industry will move from the Ohio natural gas belt to the electrical power zone at Niagara Falls.

OLD ROMAN POTTERY

The ancient Romans excelled in making pottery. They possessed regular muffle ovens and even a sort of producer gas oven. Attempts to produce the beautiful soft gloss peculiar to old Roman pottery have not yet attained complete success. The best result, says The Scientific American, is obtained by Fischer's mechanical process, in which the ware, before it is fired, is coated with a paste of clay and pigment, and is then polished. Fine imitations of ancient pottery are thus produced, but the study of defective portions of the genuine terra Sigillata ware shows that it was made by a different process, the gloss having evidently been produced by the application of a superficial glaze, without mechanical polishing.

HOW TO USE THE SHOW WINDOW

EVERY merchant is interested in the matter of his glassware displays, including, of course, the cheaper grades. There is no doubt of the fact that how he displays his glassware controls, to a very large degree, the volume of his sales, and also the price he can charge.

Perhaps not so many merchants realize the significance of this last statement, for we have seen sales and window displays of glassware characterized chiefly by dirt, confusion and dust. The result was that the glassware looked unattractive, cheap, shop-worn and valueless. As no prices were tagged, we had no idea what the merchant was asking for his goods, but of one thing we were certain—We did not want them and would not buy them at any price.

We did what everybody else was doing—passed on to look at other stores where the proprietors gave evidence of enterprise and thrift. Now, lest any merchant think this exaggeration, we hasten to add, there is not a small city we have visited where one or more crockery and glassware merchants were not guilty of this hurtful and damaging indifference, so that it behooves every retailer to inspect his stock displays and window displays first, before he settles down with the conviction that we mean somebody else.

THE WINDOW DISPLAY

So far as window displays of glassware are concerned, these points are to be considered—the setting of the display, the selection of the goods to exhibit, and the price cards. The “setting” has to do with the window and its furnishings. Be sure the window pane is clean, clear and polished, and as far as possible adjust the awnings so that the reflection on the window pane from the buildings opposite will not make it difficult for passersby to look in.

This reflection is very hard to control, but a little experimentation will determine whether or not the “shine” can be kept off the windows; if it can be, be sure that it is, for the “shine” is hurtful to the eyes and many people will pass on, no matter how much interested they may be in your display, in preference to finding the right angle of vision, or shading their eyes with their hands. The next thing is to keep off the side walls any objects such as calendars, advertising matter, broken plaster, etc., which jar on the sight. It is well to use mirrors for side panels, if possible. Nickel or white enamel fixtures are preferable, or “steps” may be made out of boxes, or packing cases, by the store’s carpenter, and the steps covered with black or purple velvet.

Most window trimmers prefer black to white, or mirror settings, as the contrast brings out the brilliancy of the glassware and the details of the design and cuttings. Glass shelving is used with nickel fixtures.

As to the lighting at night, concentrate the light on the glassware, cut off the lights outside the window, use shields over the back of the electric, or gas lights, so that every ray of light shines directly on the glassware. This will give a startling effect, making the glassware stand out strongly against the black velvet background, and giving it an appearance of possessing great intrinsic value. This adds, of course, strong selling force to your display.

THE SELECTION OF GOODS

So far as the selection of goods for the window display is concerned, everything depends on contingent circumstances. If you are advertising a special sale of glassware call attention to your window display in your advertisement and show the people exactly what you are offering them as bargains.

If you are doing no advertising, several plans may be used in selecting articles for display. One plan is to pick out some popular article, like tumblers, and display nothing else in the window but tumblers, priced at “69c. a dozen while they last.” Change of display should be made each day, a different article being selected that can be sold at 9c. each, the larger the better, and tag them “your choice, 9c. each.”

Genuine cut glass requires rather different treatment. A careful selection of popular priced novelties and useful articles should be made, the larger pieces being shown at the rear of the window and the smaller ones grouped harmoniously, as to size, shape and designs, to the front, each tagged with prices.

If you do no newspaper advertising at all, but depend on your window display to draw trade, then use your windows for the purpose of announcing bargains. Always show your leaders. Display them prominently and attractively and make their value for the money stand out “like a house afire.” Never fail to put the price tags on, and sell the goods displayed at, or near cost. Your windows are simply invaluable as advertisements or aids to selling.

THE IMPORTANCE OF PRICE TAGS

The use of price tags is of the utmost importance. No matter what others may tell you, just paste this in your hat. A window display without price tags is absolutely meaningless to people and will not sell a dollar’s worth of goods. Now, don’t take our word for it, prove

it by test and convince yourself of the fact. Put in a display of glass ware for half a day *without* price tags, then add the price tags. Give this plan a thorough, impartial test and see whether price tags do not visibly increase sales.

To put the matter "in a nut shell," a heap of glassware in a window without price tags, is a heap of glassware. A heap of glassware in a window marked plainly with a price is a heap of bargains—and there is the difference.

As to the advantage of inserting other display cards in windows, there can be no two opinions. The card should be neatly lettered with pleasing border effects, and should contain sufficient wording on them to make *the meaning of the display plain*. For instance, should you be showing a line of bric-a-brac, or art pottery, the name of the pottery should be given, its distinctive features briefly stated, and an invitation to come inside and inspect the goods extended. The price tags on the articles will tell the rest of the story.

If you are conducting a special sale and showing the bargains offered in your advertisement, the display card should state the fact, that the goods shown are those advertised, with always the invitation to drop in for a moment, and look around. In the case of a special sale it is better to say "These goods are going fast, come in and select your articles before the pick of the lot are sold." Make your invitation to act positive and forceful, so that people will not put off their visit until later.

ADVERTISING VALUE OF WINDOW DISPLAY

The fact of the matter is, window displays of glassware, or any other goods, are nothing less than advertisements. You would not expect to put a lot of illustrations in a newspaper advertisement without adding price and explanatory text; neither should you set up a window display, using the articles themselves, instead of pictures of them, without adding enough display cards, explanatory text and price cards, to make the window display a meaningful and pulling advertisement.

The importance of the window display as an advertisement is so fully recognized by the Woolworth and other 5c. and 10c. store syndicates, that *they use their windows instead of newspaper advertising; they also sell certain selected articles below cost for advertising purposes, displaying them in the window*. As the 5c. and 10c. stores must operate on the lowest possible basis of overhead expense, and make an unusual high number of turn-overs of stock yearly to show a profit, the significance of the above statement will be apparent to every live merchant.

Use your show window with care, forethought and selling purpose, and you will win out.

DEATHS

Matsutare Wake, a distinguished Japanese designer in copper and china, died in the Christian faith, in this city early this month, and was buried from the First Presbyterian Church. He died at Hotel Monticello, where he made his home, after an illness of three days. He leaves a widow.

R. S. Anderson, aged fifty-eight years, died recently at Lexington, Va., of kidney trouble after a long illness. For many years he conducted a china and crockery store in that city.

Madame Louie Hondayer died recently in Brooklyn. She was the widow of John H. Hondayer, who died 10 years ago. After amassing a fortune estimated at \$400,000, which he made in the pottery industry in Trenton, N. J. One of his plants was known as the Taylor and Hondayer Pottery.

Robert Reid, for seventeen years associated with the United States Glass Co., and most of that time in charge of Factory "R" at Tiffin, Ohio, died of heart trouble recently. He was in the best of health the day before, and was attending to his work about the office and factory as was his custom. That evening, however, he complained of feeling ill, and died the following morning at 6:35 o'clock. Mr. Reid was a native of Scotland, where he received his early education in the glass business. He is survived by a widow and a daughter. Interment was at Tiffin.

THE ROESSLER & HASSLACHER CO.'S HIGH-GRADE CHEMICALS

A line of goods that continues to hold its own, and is gaining new friends among the potters and glass manufacturers of this country, is the product of the Roessler & Hasslacher Chemical Co., whose main office is at 100 William Street, New York City. This concern produces very high-grade liquid bright gold colors for enamel on glaze and underglaze, liquid lustre colors for china and glass, oxide of cobalt, boracic acid and other chemicals used in pottery and glass industries. In view of the recent boom in trade, business in the chemical line has vastly improved, all of which has brought an increasing demand for this company's well known and popular line of chemicals.

POTTERY OUTPUT IN 1908

There is much in the figures for pottery production in this country and pottery importation that is worth studying, especially in the Ohio section, where pottery forms a considerable part of the industries.

As to pottery manufacture in 1908, even with a falling off of nearly 17 per cent. from 1907, it was valued at \$25,135,555 for the twelvemonth; Trenton, N. J., turning out \$5,649,472 of this total, and East Liverpool, Ohio, producing \$4,050,384 worth of the many varieties of pottery ranging from a costly porcelain bathtub to the simple little red flower pot with the round hole in the bottom.

In the production of pottery of all kinds Ohio takes the lead of all the states, with New Jersey second and West Virginia third. However, thirty-seven states of the Union have made reports on pottery manufactures. How much Ohio leads in the industry may be seen in the fact that in 1908 it turned out almost \$11,000,000 of the total pottery product.

Falling off as the production did in 1908, still the domestic product supplied 72.54 per cent. of the domestic consumption of the United States—making a record in this respect—while on the other hand \$983,760 worth of pottery was exported. The total imports for the year fell off 22.54 per cent. from 1907, showing a total loss of \$3,062,821 for 1908, most of which was in white tableware. As the domestic loss in production largely was in this same white tableware, the inference is that the hired girl broke immensely fewer dishes last year than could have been expected.

THE ROYAL BABY PLATE TEACHES A CHILD HOW TO EAT

A NOVELTY in pottery known as the Royal Baby Plate, has appeared upon the market, and has made a strong appeal to mothers throughout the country, because it is an article that is for the absolute use of babies and babies only.

The baby plate, as may be seen in the accompanying cut, is a product in china made for baby to eat from—that is, the baby who has been weaned and is large enough to come to the table and eat from a plate. Broken plates, galore, suggested to an inventive mind the idea of producing a special plate for baby to eat from that could not be broken under any conditions, and this is it.

The plate weighs 20 ounces and is made heavy to give long service without breaking. The bottom is perfectly flat, so that baby cannot get its fingers beneath it and pull it off the table. All that is necessary is for mama

to give baby a spoon. The rim overlapping the concave center of the plate forces the food on spoon instantly when it comes in contact with the rim. The outer rim also prevents spilling of food on table.

"THE RIM DOES IT."



PATENTED



SECTIONAL VIEW

Aside from the economy of china, and soiled table linen, this plate dispenses with the clumsy tray and does for the baby what it tries to do for itself—put the food on the spoon—the rim does it, and baby doesn't have to stick its fingers into the plate and push the food on spoon. The plate is 8½ inches in diameter, comes in beautifully decorated china, in 12 different designs. There isn't any reason why baby shouldn't come to the table, now that the baby plate has the eating problem solved. It is made by the Royal Baby Plate Company, 19 Burling Slip, New York City, which sells it to the trade.

IMPORTS AT PORT OF NEW YORK

Week Ending	China	Earthenware	Glassware
October 16 . . .	\$45,532	\$13,551	\$21,438
“ 23 . . .	76,935	12,672	18,775
“ 30 . . .	108,055	15,824	52,181
November 6 . . .	112,901	13,957	16,059
Two weeks ending			
November 6 . . .	\$343,423	\$56,004	\$108,453

Optimism is merely a whitewash for the blues.

Many are called, but few are chosen to win the jackpot.

CERAMIC INDUSTRY IN GERMANY

A DECREASE IN MANUFACTURE INDICATED DURING THE PAST THREE YEARS— NEW IDEAS IN PORCELAINS AND GLASS

THE condition of the ceramic industry of Germany in 1908, as compared with 1906 and 1907, has been obtained from information, compiled from published returns made by the factories. The following table shows the fluctuating percentages for the years given.

INCREASE AND DECREASE	HOME TRADE			FOREIGN TRADE		
	1906. Per cent.	1907. Per cent.	1908. Per cent.	1906. Per cent.	1907. Per cent.	1908. Per cent.
Decrease	6.41	16.00	64.61	15.62	20.63	69.49
Neither increase nor decrease	30.77	45.33	23.08	29.69	49.21	20.34
Increase	62.82	38.67	12.31	54.69	30.16	10.17
Total	100	100	100	100	100	100

The decrease in foreign business in 1908 was greater than in the home business, the paucity of orders from the United States being especially noticeable.

As the German fine ceramic industry, es-

pecially the porcelain industry, depends largely upon the American market, this condition of affairs was naturally severely felt. The following statement shows the sales condition of business in 1908, of the factories.

FACTORIES MANUFACTURING—	HOME TRADE			FOREIGN TRADE		
	Station- ary.	In- creased.	De- creased.	Station- ary.	In- creased.	De- creased.
Porcelain table and toilet goods	4	2	14	5	3	14
Porcelain figures, toys, and fancy articles			8	2	1	6
Special articles and hand-painted china..			3	1		2
Earthen and majolica ware	3	3	10	3	3	12

On account of the decrease in production these factories have either shortened their daily working time, or closed one or two days each week; but in this way it has been unnecessary to dismiss many employees. Twelve factories were obliged to discharge employees, while 18 employed their full force. Twenty-one firms reported a reduced working force, but 6, on the other hand, employed an increased force, chiefly because of the enlargement of the factories. All other factories in the union employed the same number of persons as heretofore. The total number of employees in the 65 factories which reported was about 26,000.

Compared with last year, the tendency toward simplicity in form and artistic perfection in decorations on china has increased considerably. All useless decorations are avoided. The decorations on the simplest articles are carried out artistically, technically, and gracefully. The novelty this year is a certain kind of network in blue, which covers the whole article uniformly. This design acts as a substitute for the Tokyo design of last year, which, however, is still being sold satisfactorily. The new design is used particularly for vases and flower pots. In wash basins and toilet articles there are old as well as new forms, with modern arabesque and line decorations. The handles on wash basins, which facilitate the

pouring out of water, seem to have taken the public's fancy, and are being put on the market in large quantities. The great collection of flower and palm pots, with the stands that go with them, has experienced a further addition through monochromatic and painted pots, which are trimmed with little white-satin, lustrous bows. Small baskets of fruit and candy are gaily painted, perhaps too much so in many cases. A novelty in coffee, tea, and dessert articles is the use of a rich, shining glaze, which reminds one of Persian glazing. The handles of the pitchers are white. Technically these glazings represent the best and highest class of porcelain-ware technique ever produced in this district. Silver and nickel vessels, in their bright, polished, silver shining glaze, are being imitated most strikingly, and the glazing even on the largest pieces, is beautifully and artistically done.

The new samples of toilet articles, both in the simpler and more elegant varieties, are gradually increasing in size over those originally used. This is no chance occurrence, but is in accordance with the present large dimensions of modern washstands, and the wishes of interior decorators to make the toilet articles match the toilet furniture as much as possible, and thus be ornamental as well as useful. The factories try to overcome the impracticability and weight of these large

washing utensils by supplying smaller dishes and pitchers in addition to the large pieces, all of course being of the same pattern. Colored, shaded toilet articles, for countries desiring that class of goods, have been placed on the market only in small quantities this year, for the most part in very pronounced pink, sky blue, and bright green colors. They are often decorated with gold arabesque figures.

A novelty which will doubtless take well with the public is the toilet article covered, in the Japanese manner, with a flowing glazing. The different tints of these toilet articles are not chosen at will, but attention is paid to the fact that they must match the different varieties of wood used in bed rooms. For earthenware articles a yellowish glazing, with golden decorations, remains in great favor. In samples of this variety there is a novelty in a toilet set which has been recently introduced, which consists of the usual wash bowl, but in place of the customary pitcher there is a cylindrical vessel to hold the water hung at the back of the wash basin on a marble pedestal, which swings from a brass frame. As the modeling and decoration of this toilet set is very tasteful, the novelty is unusually striking, and a demand may be created for it in the more luxurious homes, for the reason that when the water is poured into the large wash bowl, instead of being put to the necessity of pouring the water out of the unwieldy pitcher, one has only to tip the swinging water pitcher lightly forward. This same novelty is already on the market in children's wash tables. The ribbed pattern for toilet articles is evidently in great favor at the present time, because one often sees the whole article ribbed as far as the base, and, again, both the upper and lower parts are ribbed and the bulging parts left plain, while the sunken and raised parts of the ribbing are tinted in different shades in place of a design.

Another novelty worthy of mention is a porcelain toilet article of the better variety, with patterns of very delicately colored flowers thrown up in relief. In children's toilet articles many good things are being produced, especially the articles with simply constructed animal paintings, which have already brought this branch to a very praiseworthy quality, and the attempts of the manufacturers to produce artistic designs in toilet articles for children's rooms are being successfully carried out.

Although toilet articles of glass and crystal have to win their way in the German market, the crystal and glass industries appear to spare no pains to win the public for toilet articles of that variety through an ever increasingly rich display of patterns. From an æsthetic point

Continued on page 250

DIRECTORY OF PRINCIPAL ORGANIZATIONS ALLIED WITH THE POTTERY AND GLASS TRADE

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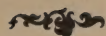
FRATERNAL AND INSURANCE ORGANIZATIONS

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Treasurer, George Hamilton, 53 Barclay St., New York.
Secretary, Joseph F. O'Gorman, 76 Park Place, New York.

AMERICAN FLINT GLASS WORKERS' UNION.

President-Treasurer, Thos. W. Rowe.
Secretary, Wm. P. Clarke, Ohio Bldg., Toledo, O.



WANT COLUMN

Subscribers may insert want advertisements, such as may be approved by the publishers, in POTTERY AND GLASS, twice during the subscription year *free of charge*. Advertisements will be accepted from non-subscribers at 25 cents a line, one time, or 20 cents a line for two or more insertions. Minimum rate, \$1.50 per insertion. Subscribers are entitled to a flat rate of 20 cents per line for third and other insertions. Copy for this department must be received not later than the 10th of the month.

A PURCHASER for a FLINT MILL splendidly equipped and with an inexhaustible supply of ROCK FLINT near at hand, situated in the East near the market. Well established business. Excellent opportunity for the right parties. Address F. Co., POTTERY AND GLASS, 59 Park Place, New York.

WANTED First class shipping clerk. **ONE** who understands the glass and china business. Highest wages to right man. Must be sober and steady.

WANTED—On January 1, several competent, energetic salesmen for Middle Western territory by new Western Importing House doing its own importing, and making a specialty of Popular Priced lines and assortments, and the most complete line of Souvenir or View China Specialties, ever brought to America. A splendid proposition for the right men. Applicants must give references. Address JOHN H. ROTH & CO., Peoria, Ill.

YOUNG, ENERGETIC, EXPERIENCED CHINA SALESMEN WANTED BY LARGE NEW YORK IMPORTING HOUSE. MUST BE THOROUGHLY FAMILIAR WITH GERMAN AND AUSTRIAN CHINA, ESPECIALLY DINNERWARE. APPLICATIONS MUST GIVE EXPERIENCE, AGE, NATIONALITY, REFERENCES, ETC. IMPORT CHINA, P.O. BOX 1984, NEW YORK.

SITUATION WANTED

WANTED—BY first class salesman *that gets results*, position as pottery sales-manager or salesman. Twenty years manufacturing and selling experience, thoroughly competent to handle large trade, absolutely reliable. Can furnish A'1 reference. December 1, or January 1 engagement. Salary position with good strong line only considered. Address Box 189, POTTERY AND GLASS.

FOR SALE—Four kiln pottery plant. Brick building, 3-4 acre of land, barn, decorating kiln, extra fair stock of raw materials on hand, also full line blocks and cases for either china or rock ware. Buildings all steam heated, fire pump, tank and sprinkler system, electric lights. All machinery necessary. Everything in first class order. Get clays, coal, etc., by canal, cheap. Good water supply, plenty of help. Will sell cheap if sold this year. Address P. O. Box 248, Chittenango, N. Y.

WE are always in the market for something new—and new manufacturers to represent in Crockery, Glassware, China, Lamps, Housefurnishing goods and novelties. Write us. E. SWASEY AND CO., Pottery, Crockery and Glassware, Portland, Maine.

WANTED—A reliable traveling salesman familiar with the line to represent a large western wholesale China & Glass house on a Nebraska territory. State salary and experience. Address Travelling Salesman, POTTERY AND GLASS, 59 Park Place, New York.

WANTED—Glass cutter's smoothing frames, spindles, stones, etc. State number for sale and lowest cash price. Address SPINDLES POTTERY AND GLASS, 59 Park Place, N. Y. City, N. Y.

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of view there is no objection to the new designs, and any objections that are made because they are thought to be less durable than ceramic articles are met by the producers, who declare that the articles are very "thick walled and soled," and are therefore not easily broken. It is perhaps only the strangeness of using glass toilet articles which prevents at this time their more general use. In the United States and also in France they are already being much more used than here, and the demand in both countries is increasing rapidly.

LOWER DUTY ON TABLE ELECTRIC LAMPS

Lower duty has been granted by the Board of United States General Appraisers on table electric lamps imported by the P. H. Petry Co., New York. Collector Loeb exacted a duty of 60 per cent. on the articles, under the provision in the Dingley tariff for ground glass. The importers submitted affidavits to the effect that the glass in the lamps had a value of only 88 francs, whereas the metal was worth 306 francs. The importers, therefore, insisted that the tax should be 45 per cent. under the metal schedule of the law. General Appraiser Schar-

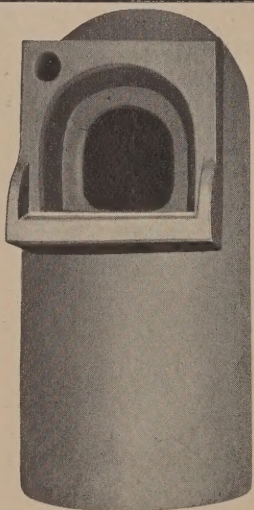
retts, in his decision for the board, said that as there was no definite evidence to impeach the testimony given by the importers, the protest should be sustained.

POTTERY, GLASS AND BRASS SALES- MEN'S ASSOCIATION MAKES NOMINATIONS

A special meeting of the Pottery, Glass and Brass Salesmen's Association, took place at the headquarters—the rooms of the Crockery Board of Trade, 25 West Broadway—on Thursday afternoon, November 18, and the following gentlemen were nominated to serve as officers for the ensuing year:

President, A. E. Snow; vice-president, R. E. L. Wells; secretary, Joseph F. O'Gorman; treasurer, George Hamilton, New York; directors, H. S. Mirrielees, W. W. Magee, W. R. Demorest, John Nixon, A. J. Stier, E. M. Uniack, A. A. Bean, W. S. Pitcairn, C. H. Taylor, C. J. Kerr, J. H. Venon, Henry Endemann, W. F. Rowe, Christian Dierckx, J. V. E. Vanderhoef, W. M. Warrin, J. B. Boote, J. A. Reddan.

A circular was mailed to all members throughout the country with a list of nominees. Their votes must be in by the middle of December. The board of directors will be increased.



Pittsburgh Clay Pot Company

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PITTSBURGH, PA.

Manufacturers Highest Grade of

**Everything in Clay for
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High Grade Glass Melting Pots for Lime, Lead and Opal
Glass and Aged German Clay Tank Blocks a Specialty



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Make checks payable to
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DEAR SIRs:—

Enclosed herewith please find Two Dollars (\$2.00) in _____, in payment
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1909

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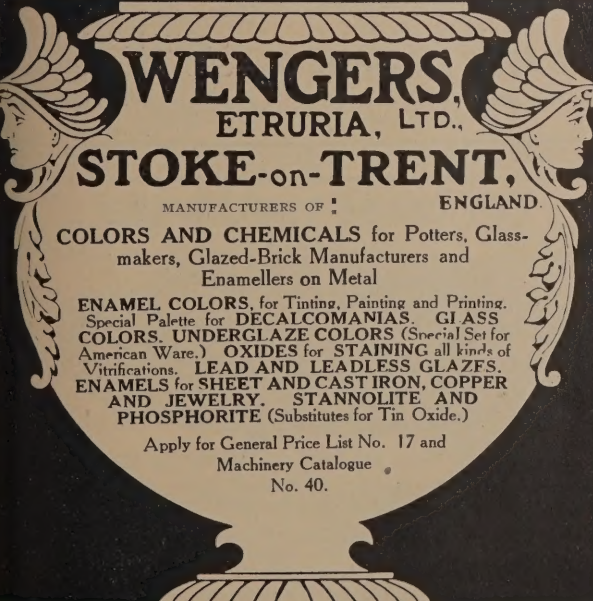
Do you know that the 1909 McCoy Lines contain several new items never before shown—and they are made to suit your trade—they'll sell. Ask your jobber about them. If he don't supply you write us—but be sure to see the new things we're making for you. No dead ones in our new lines.

THE J. W. MCCOY POTTERY CO.
ROSEVILLE, OHIO

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BRISTOL'S Recording Instruments and
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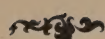
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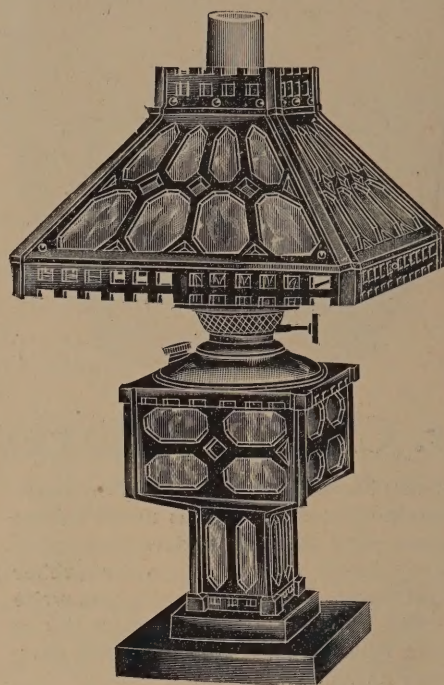
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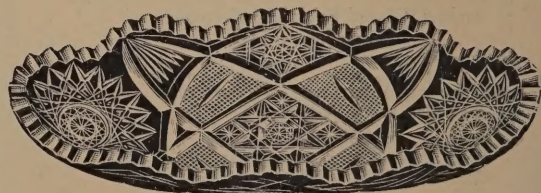
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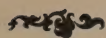


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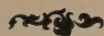
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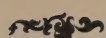
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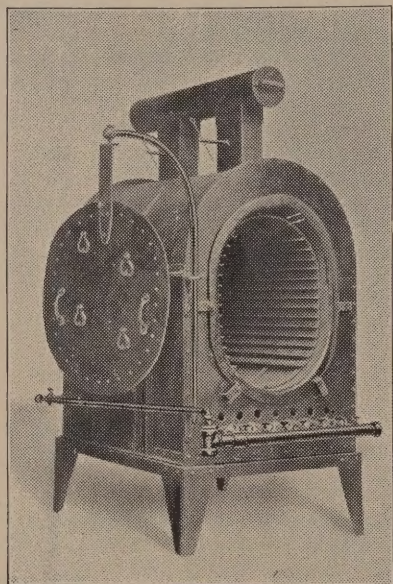
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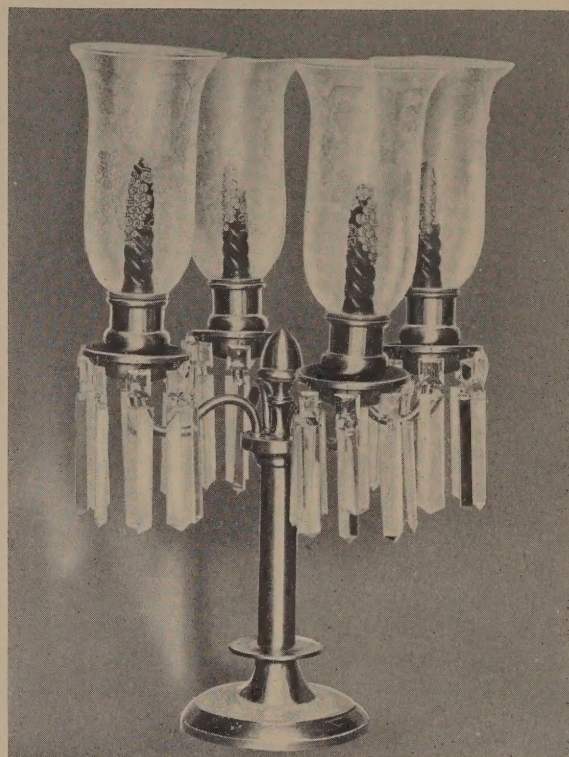
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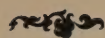
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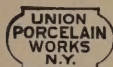


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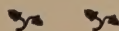
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